

cranes & access

www.vertical.net

August/September 2017 Vol.19 issue 6

**Top 30 rental
companies**
Spider cranes
**Large heavy
duty scissor lifts**

.... New cranes from Tadano.....United takes Neff.....152 tonne Reachstacker.....



HA26 RTJ PRO

BUILDING ON SUCCESS of HA16 range and HA20 range.

With the best working envelop and its exclusive 350kg load capacity, the 26m articulating boom is the machine you expected. Our latest innovations in terms of safety and return on investment are about to become your new standard:

- > NEW Haulotte ACTIV'Lighting System for easy and safe loading and unloading procedures
- > NEW generation of Haulotte ACTIV'Shield Bar to prevent crushing risks and protect operators
- > NEW Haulotte Stop Emission System that automatically stops and restarts the engine
- > NEW Haulotte ACTIV'Screen with on-board diagnostic system to support users in maintenance operations

On the cover:

Two spider cranes from mini crane rental company Lift working together to position an awkward shaped vessel in a restricted work space.



C&A contents

31

Spider cranes



39

Heavy-duty scissors



53

Safety



SUBSCRIPTIONS: Cranes & Access is published nine times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertikal Press Ltd to: Subscriptions, The Vertikal Press, PO Box 6998, Brackley, Northants NN13 5VY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

SUBSCRIBE ONLINE AT:

www.vertikal.net/en/journal_subscription.php

BULK DISCOUNTS: These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)8448 155900 Fax: +44 (0)1295 768223

E-mail: info@vertikal.net

Kran & Bühne: The Vertikal Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.



Comment 5 News 6

United takes Neff, Gardemann name to go, Tadano launches RT and telescopic crawler, Weyers leaves Manitowoc,

New booms and scissors from Sinoboom, Brazilian acquisition for Hiab, Two new telescopics from GSR, Lagerwey's new turbine crane, Liebherr boosts 750 tonne lattice booms, Arcomet goes bigger, New glass robot from Bailey, New 140t/m Wolffkran flat top, World's largest reachstacker, New Comansa CM luffer, OSHA delays crane operator certification and first half financials round-up.



C&A annual Top 30 rental company guide 17

Over the past 12 months the UK and Ireland crane, access and telehandler rental companies have been busy with large investments across all sectors and many companies expanding their fleets. See how the leading companies have fared in this year's Top 30 rental company survey.

Spider cranes 31

Can the Japanese spider crane manufacturers remain dominant? Is there alternative concept that offers more lift capacity from a smaller footprint that will become the norm? We try to answer these important questions...



Heavy-duty scissors 39

We take a look at the growing market for large, heavy-duty, narrow electric scissors - a sector with only three manufacturers Holland Lift, PB Lifttechnik and AB Lift. Also Tim White, managing director of recently formed HWS Rental UK reveals why the company is specialising in this niche product sector.



Jim Daintith - 30 years in the industry 49



There have been many prominent companies and characters in the UK powered access industry over the past 30 to 40 years. One of them is Jim Daintith who with Malcolm Brown formed Access Platform Sales (APS) in 1987. Mark Darwin talked to him about his 30 years in the industry.



Safety 53

Last month we published a highly abbreviated letter from ex-IPAF managing director Paul Adorian which calls for larger firefighting platforms and for UK rental companies to work with the fire and rescue departments. Here is a fuller version.

regulars

CPA 57

Training 59

IPAF Focus 61

PASMA Focus 63

ALLMI Focus 65

NASC/CISRS 67

Books and Models 69

Letters 70

What's on 72

Online directory 76

In the next C&A

The next issue of Cranes & Access scheduled for mid-October will feature Outrigger mats, pads and temporary roadways, Access & lifting for Arborists, Self-propelled boom lifts and Mobile self-erecting tower cranes. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

cranes & access

Subscribe today - the only way to guarantee your copy www.vertikal.net/en/subscriptions



IPAF PAL Card welcomed on **Build UK** sites

If you use one of these,



you need one of these.



IPAF Approved Training Centres train more than 150,000 operators every year in the safe and effective use of powered access platforms.

The IPAF PAL Card is recognised worldwide across industries as proof that your operators have been trained to the highest safety standards and meet all legal requirements.

Find an IPAF approved training centre at www.ipaf.org

The IPAF operator training programme is certified by TÜV as conforming to ISO 18878.



Editorial team

Mark Darwin - Editor
editor@vertikal.net

Associate editors

Rüdiger Kopf (Freiburg)
Alexander Ochs (Freiburg)
Leigh Sparrow

Reporter

Sam Pickering

Sales & customer support

Pam Penny
Clare Engelke
Karlheinz Kopp

Production/Administration

Nicole Engesser

Subscriptions

Lee Sparrow

Publisher

Leigh Sparrow

Advertising sales

UK-based

Pam Penny pp@vertikal.net
Tel: +44 (0)7917 155657
Clare Engelke ce@vertikal.net
Tel: +44 (0)7989 970862

Germany-based

Karlheinz Kopp khk@vertikal.net
Tel: +49 (0)761 89786615

Italy

Fabio Potestà,
Mediapoint,
Corte Lambruschini,
Corso Buenos Aires 8, V Piano-Interno 7,
I-16129 Genova, Italy
Tel: 010 570 4948 Fax: 010 553 0088
email: mediapointsrl.it

The Vertikal Press

PO box 6998 Brackley NN13 5WY, UK
Tel: +44(0)8448 155900
Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

Vertikal Verlag

Sundgaullee 15, D-79114,
Freiburg, Germany
Tel: 0761 8978660 Fax: 0761 8866814
email: info@vertikal.net
web: www.vertikal.net



It's an ill wind

As I sit down to write this comment, Aileen, the first named UK storm of the year, is battering parts of Britain with wind gusting to 75mph and rainfall of up to 40mm. But we are lucky in the UK with our weather. We have a 'temperate' climate - not too hot, not too cold, not too many floods and no major earthquakes or volcanic eruptions etc.

Even our storms are 'temperate' unlike many other regions, such as the countries around the South China Sea which have been experiencing a spate of typhoons over the past month or the

Caribbean and southern states of America currently being ravaged by the category 5 Hurricane Irma with winds up to 185mph.

Despite this I for one am more aware of the greater extremes of the weather over the past 30 years. Warmer summers, colder winters, more violent storms and a merging of the seasons. But what has all this got to do with cranes and access?

Working in the wind is not only difficult but can be very dangerous. Outdoor working in aerial work platforms is limited to 12.5 metres a second, as are lifting operations for cranes (although for large surface area items such as wind turbine blades this is reduced to around 10m/s). Hurricane Irma at its peak generated speeds of almost 83 metres a second which exceeds the out of service design capability of tower cranes.

We have all seen the videos of tower crane jibs weathervaning - as they are designed to - during high winds. However the huge forces of the more recent tornadoes and hurricanes, which sends jibs spinning and causing extreme tower flexing must surely have a significant effect on the cranes structure and foundation? Three tower cranes were brought down in southern Florida by Irma, but what of the 40 to 50 cranes left standing?

With insufficient time to bring cranes down in advance of a storm, all that can be done is to ensure the weathervaning function is working correctly and jibs of luffers lowered to optimum angles. However once the storms pass it is an almost impossible challenge to properly inspect and test the whole crane structure and foundations, with damage hard to detect with the naked eye.

However the damage and disruption caused by these increasingly violent storms also has a positive aspect, bringing additional 'windfall' business for the rental industry. Ashtead, owner of Sunbelt Rentals in the US and A-Plant in the UK has just posted a strong first quarter and identified that the hurricane season has already generated significant activity, even before the effect of Hurricanes Harvey and Irma on the business.

Every cloud has a silver lining...

Mark Darwin

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net

Vertikal Press

MEMBERS OF:



ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2017



Vertikal
.net

Gardemann name to go in merger

TVH has announced plans for merging Mateco and Gardemann, after purchasing the business from Loxam following its successful acquisition of Lavendon earlier this year. Mateco chief executive Armin Rappen is responsible for integrating the Gardemann acquisition and has confirmed that the two companies will be merged under the Mateco name "in order to preserve the long-term experience of both companies."



The plan is to have changes completed for the start of 2018. The combined entity will have 60 locations - 30 of them Mateco depots - and 10,000 platforms. The company has said that it plans to retain most, if not all jobs as it focuses on "healthy growth rather than shrinking health."

New products from Platformers Days

As we go to press our editorial team is in Germany at Platformers Days where a number of new products were unveiled including a 2.5 tonne crane from BG mounted on a 3.5 tonne chassis.

The T250 has a nine metre, four section main boom and optional three section telescopic luffing jib for a tip height of 16.5 metres at which it can handle 600kg or 150kg at 12.5 metres radius. Other products include the Verda 12, a new 34ft crawler mounted telescopic boom lift from Custers, the Airo A16EW, a 46ft slab electric scissor lift, a new 20 metre telescopic Oil & Steel Scorpion 2013 truck mounted lift with an overall length of just over six metres and a new short wheelbase 37 metre addition to Palfinger's Premium truck mounted lift range, the P 370 KS. More on these and other new products in the next two issues.



Custers Verda 12



BG T250



Airo X16EW



Two new cranes from Tadano

Tadano has launched two new cranes - the international version of its 110 tonne GR-1200XL/GR-1100EX Rough Terrain crane and the 32 tonne Tadano Mantis GTC 300 telescopic crawler crane, its smallest GTC to date.

The GR-1200XL/GR-1100EX is dimensionally similar to the 90 tonne GR1000XL, but has a longer 56 metre main boom plus a 10.1 to 17.7 metre bi-fold swingaway extension with up to 45 degrees of offset. Maximum tip height is 76 metres and maximum radius on main boom 44 metres - 47 metres with the extension. The crane also incorporates Tadano's new 'Smart Chart System' that optimises the load chart depending on the actual outrigger and superstructure position.

The GTC 300 has a 27 metre, three-section full power boom designed and built by Tadano Japan for heavy-duty crawler crane applications such as foundation, pick & carry and grab work. It is topped with a 7.1 to 12.7 metre bi-fold swingaway extension that offsets at 5, 25, or 45 degrees and provides a maximum tip height of 41.1 metres. The load chart is good for pick & carry through 360 degrees and the level ground charts are good for up to 1.5 degrees. Load charts are also programmed for slopes up to four degrees on main boom or 2.5 degrees when lifting with the extension.

The new crane is also equipped with Tadano's Opti-Width track extension system providing load charts for any track width, whether symmetrical or asymmetrical from a fully retracted 3.3 metres to a fully extended 4.8 metres. Overall height of the crane can be reduced to just 2.42 metres and overall weight is 32,440kg.



The Tadano GR1100EX - GR1200EX in USA - has a 56 metre main boom.

The Tadano-Mantis GTC 300.

United takes Neff

United Rentals swept in with a counter bid for Neff Equipment last month, topping the previously accepted offer from H&E Equipment by \$4 a share with a \$25 bid - roughly \$1.3 billion. United has also paid H&E the \$13.2 million break fee due from Neff.

Neff is expected to add around \$419 million of annual revenues and be cash positive for United from the start. The company hopes to make at least £35 million of savings within two years, \$25 million from corporate overheads. Neff operates from 69 locations with 1,170 employees.

New booms and scissors from Sinoboom

Chinese manufacturer Sinoboom will launch three new products over the next few months including a mast boom, scissor lift and articulated boom lift. The GTZ10EJ 10 metre mast boom is the company's first and adopts a classic design with box section mast, fixed length jib with 3.3 metres of outreach and 345 degrees of slew. The new machine will incorporate integral fork lift pockets and lifting lugs on top of the chassis and active pothole protection.



The 46ft Sinoboom GTJZ1412

The new compact slab electric scissor lift - the 46ft GTJZ1412 - will offer a 16 metre working height within the regular 1.2 metre wide by 2.4 metre long product sector. Sinoboom has not yet released a detailed specification but claims that battery life will be 20 percent better than regular machines with improved gradeability, suggesting direct electric drive.

The third new machine is a 52ft battery electric boom lift, the GTZZ16EJ, which updates an existing model with 9.37 metres of outreach, a working height of 17.8 metres and a platform capacity of 230kg. Gradeability is 40 percent and it is expected to have an overall width of 1.9 metres. This unit includes on-board diagnostics and improved electrics, and interestingly carbon fibre reinforced covers. The units are due for launch in Shanghai at the end October.



Sinoboom's first mast boom lift the 10 metre GTZ10EJ



The upgraded 52ft Sinoboom GTZZ16EJ.

Brazilian acquisition for Hiab

Hiab is to acquire the privately owned Brazilian loader crane manufacturer Argos Guindastes Indústria e Comércio. Argos was established from scratch on a 'greenfield site' in 2002.

It operates from a single manufacturing facility in Santo Antonio da Patrulha and has built up an extensive distribution network across Brazil and South America. Total revenues last year were just under €10 million. No details of the transaction have been revealed, but Hiab will take on around 60 Argos employees as part of the deal.

Weyers leaves Manitowoc

Larry Weyers executive vice president at Manitowoc with responsibility for the Potain tower crane business has resigned and left the company. Weyers joined Manitowoc in 1998, when the company only produced crawler cranes.

Since then he has served in a variety of roles and was heavily involved in the integration of Potain when it was acquired by Manitowoc in 2001. In January 2015 he became president of Manitowoc Cranes taking over from Eric Echart. However this position was eliminated when the Manitowoc group split into separately quoted crane and food service companies and Barry Pennypacker was appointed chief executive of the crane company in late 2015.

In April last year the Grove and Manitowoc products were placed into a new mobile crane division under Aaron Ravenscroft while Weyers headed the Potain tower crane business, however going forward both will be managed by Ravenscroft who moves to Dardilly, France.



Larry Weyers



Aaron Ravenscroft

Two new telescopics from GSR

Italian truck mounted lift manufacturer GSR has launched two new 3.5 tonne B series telescopics - the 18 metre B180T and 20 metre B200T - joining the existing 23 metre B230T to complete the B series range.

Features include electronic joystick controls, internal hoses and wiring and higher platform capacities - 300kg on the 180T and 250kg on the 200T - than the more basic E series. Both models are mounted on standard 3.5 tonne Nissan, Mercedes Sprinter or Iveco chassis. Rear outriggers are fixed inboard, while the front beam and jack outriggers are angled forwards, with variable extension, including down only. Maximum outreach on the 180T is 12.8 metres and 13.2 metres on the 200T, both with 80kg on the platform. Other features include variable outrigger set-up, automatic outrigger levelling and boom home function.



GSR's new B200T and B180T



The Argos manufacturing plant in Santo Antonio da Patrulha, Brazil

Climbing wind turbine crane from Lagerwey

Dutch wind turbine manufacturer Lagerwey has been testing its new climbing wind turbine erection crane. The crane - which can operate in wind speeds of up to 15 metres a second - comprises a heavy-duty climbing base, turntable and boom. It is fully self-contained with its own integral power pack, arrives on site on three standard trucks and can be fully rigged and ready to work in about half a day.

The turbine construction begins with a relatively small All Terrain installing the first ring/base of the modular tower made up of steel segments which bolt together. The All Terrain then installs the climbing crane's base onto the tower base section followed by the hydraulic luffing boom and it's ready to start work.

The climbing crane installs the next few tower rings, before using its climbing cylinders to raise itself to the top of the new level before clamping in place on the tower connection bands. The process is repeated to the tower's full height. The crane then installs the nacelle/generator and blades before climbing back down for removal. The crane can also be used for maintenance.

The new crane has been developed by Henk Lagerweij. "Wind turbines are getting bigger, heavier and taller. On the one hand, this enables us to create more energy with fewer wind turbines, but it also means the cost of building taller masts is constantly rising. The cranes capable of building them are scarce and expensive, but also take up a great deal of space on the erection site or require

vegetation to be removed. This gave me the idea for a crane, which 'climbs' together with the mast while constructing it."

The company built the first prototype earlier this year and has now started tests on a real tower. If all goes well it will fully erect its first turbine in Eemshaven on the northern tip of the Netherlands.



The Lagerwey climbing crane

New Bailey glass robot

US lifting equipment manufacturer Bailey Cranes has unveiled a new crane-based glass lifting machine, the Brandon Mini. The battery powered machine weighs 900kg and has a capacity to lift glass panels weighing up to 340kg to a height of just under three metres. It also comes with a hook attachment with a capacity of just over 450kg.

Bailey's new Brandon Mini glass lifter.



Liebherr boosts 750 tonne lattice booms

Liebherr has increased the length and capacity on the SX boom systems for the 750 tonne LR 1750/2 crawler and LG 1750 lattice boomed truck crane.

The SX system - with its 3.5 metre wide lattice boom sections - can be extended and strengthened with the new SX2 and SX3 kits which comprise two or three 14 metre long by six metre wide sections fitted directly to the boom base or butt section. Liebherr says that this improves long boom capacities by up to 30 percent, sufficient to install wind turbine



Hüffermann's LR 1750/2 working on a wind turbine



components weighing up to 127 tonnes to a height of 166 metres. The six metre wide SX sections fold down to an overall width of 3.5 metres for transport.

German crane rental company Hüffermann Krandienst has taken delivery of one of the first LR 1750/2 crawler cranes with the SX2 system. Its inaugural lifts were carried out at Siggelkow Wind Farm in Mecklenburg Western Pomerania, northern Germany where it erected three Enercon type E-101 wind turbines with a hub height of 135 metres.

Hüffermann's LR 1750/2 has been fitted with the SX2 boom system.

Arcomet goes bigger

Belgian tower crane specialist Arcomet has unveiled the new A50 Eco, its largest self-erecting crane to date. The crane has a 50 metre jib, seven different hook heights up to 36 metres and a maximum capacity of 8,000kg.

The company claims it can work on 32, 40 or 63 amp power supplies and the design features new running gear which will be added on the rest of the Arcomet crane range over the next few years.

In a separate move, Arcomet has also merged its Belgian used crane sales division with that of its affiliated French company Matebat. Gerd Vandecruys will head up the new group as sales director used cranes.

Arcomet's new crane has 8,000kg capacity, a 50 metre jib and maximum 36 metre hook height.



Wolffkran replaces 6015

Wolffkran is replacing its Wolff 6015 Clear flat top tower crane launched in 2008 with the 6020 Clear. The extensive upgrade includes the latest Wolff technology together with more reach and capacity. Available in two versions - the six tonne maximum capacity 6020.6 Clear and the eight tonne 6020.8 Clear - there are three different towers for each model - the narrow UV 15 (1.5 metre square) tower system or two metre wide TFS 20 and UV 20.

The 6020.6 boasts a two tonne jib tip capacity, while the 6020.8 offers 1.8 tonnes compared to 1.5 tonnes on both of their predecessors. The base configuration no longer includes counterweights or jib extension sections, the lower jib chord connections have also been redesigned to improve the transfer of forces and allow for smaller bolts and all feature more galvanised parts, including guard rails, platforms, covers and bolts.



The new Wolff 6020 Clear has choice of three towers with 1.5 and 2.0 metre square outside dimensions

New location and crane for NMT

UK rental company NMT Crane Hire has moved into its new £2 million headquarters in Kempston, Bedford - a short distance from its original premises at Marston Moretaine - and taken delivery of a 500 tonne eight-axle Liebherr LTM 1500-8.1 All Terrain crane which features a seven section, 84 metre main boom plus Y Guy superlift system.

The new premises include the second longest inspection pit in the country and a rolling road brake tester for axle loads of up to 20 tonnes. It adds to the company's other locations in Bedford, Heathrow and Birmingham.



The new 500 tonne crane at the new location

Interlift and FLG to merge

UK rental group A-Plant is merging its Interlift lifting gear business - which it acquired from the Hewden administrators around eight months ago - into its FLG lifting gear division.

The combined business will trade as FLG Services and be one of the largest lifting gear and safety equipment providers in the UK, with 24 service centres offering both sales and rental.



AIRO

SELF-PROPELLED AERIAL PLATFORMS

Rise to the Innovation

AIRO by **Tigieffe**

TIGIEFFE s.r.l. - Via Villa Superiore, 82
42045 Luzzara (RE) Italy
Tel.: +39 0522 977365 (r.a.)
Fax: +39 0522 977015
E-mail: info@airo.com - www.airo.com

COMPANY WITH CERTIFIED QUALITY SYSTEM

IPAF
Member



Leading Hire Management Software



Manage Your Entire Hire Business

- ✓ Customer Relationship Management
- ✓ Logistics & Equipment Planning
- ✓ Workshop & Maintenance
- ✓ Cost & Revenue Analysis


2200
Businesses


14000
Users


70
Countries


1
Solution

Book A Free Demo

www.inspHire.com | +44 (0) 115 979 3377

New Comansa CM luffer

Linden Comansa's Chinese operation Comansa CM has launched a new 12 tonne luffing jib crane - the CML165 - for the Asian, Middle East and South American markets, joining the 12 to 18 tonne CML190 launched last October.

The CML165 has a maximum jib length of 50 metre with a tip capacity of 2,300kg to a free-standing height of 56.6 metres. The new crane features a short counter jib at 6.5 metres long, and an out-of-service radius of 19 to 22 metres depending on jib length, making it ideal for space restricted sites. The company is planning another luffer launch later this year.



The CML165 has a counter jib of just 6.5 metres

A-Plant spends big

UK rental company A-Plant has taken delivery of 800 boom and scissor lifts in a deal worth £14 million and has also ordered 600 JCB telehandlers, part of a 1,200 machine deal with JCB worth more than £55 million. The new booms include platforms from JLG, Skyjack and Niftylift.



Some of A-Plant's new aerial lifts

OSHA delays crane operator certification - again...

US safety agency OSHA has delayed the implementation of mandatory crane operator certification until late next year.

The agency has published a proposed amendment that includes a delay until November 17, 2018 and addresses the previous requirement for operators to be certified by both crane type and capacity, even though the original crane rule drafttees had intended it to be by type only. The amendment also attempts to address competency in addition to simple certification.

The mandatory crane operator certification plan dates back to 2010 when OSHA introduced its Final Rule regulating cranes used in the construction industry - 'Cranes and Derricks in Construction'. Having now published the amendment there is not enough time to solicit public comment and finalise a new rule by November, hence the additional one year delay. It is now accepting public comments until September 29th.





Coppard Plant's new Unic URW-706-2 spider crane

First Unic URW-706-2 in the UK

UK rental company Coppard Plant Hire has taken delivery of the first six tonne, second generation Unic URW-706-2 spider crane to arrive in Europe. The company also purchased a regular URW-706.

The new crane is based on the standard 706 but features a new hydraulic searcher hook and two section telescopic luffing jib that can offset to 60 degrees with a maximum tip height of 26.5 metres and three metres more working radius. The crane is also equipped with a remote controller.

ALE acquires Conbit

Heavy lift and transport company ALE has purchased Dutch offshore engineering and lifting contractor Conbit.

Based in the Eindhoven University of Technology compound, Conbit was established as a local engineering company in 1993, and provides a full service engineering, procurement, construction, installation and maintenance service for load handling and lifting projects in the oil, gas and wind power industries worldwide as well as plant decommissioning.



(L-R) Paul Staal of Conbit, Mark Harries of ALE with Dave Montforts and Jeroen Michels of Conbit.

The world's largest Reachstacker

Danish fork truck and lifting equipment distributor N.C. Nielsen has designed a 152 tonne reachstacker, which the company claims will be the world's largest.

The new model is based on a Konecranes 4545 and will weigh 110 tonnes. Overall stowed length is 15 metres with an overall width of 4.9 metres and a maximum lift height of 15.4 metres. The changes include a stronger boom, more counterweight, larger lift cylinders and a withdrawn chassis to allow the machine to get closer to the load. It is being built at N.C. Nielsen's facility in Balling, northern Denmark and the first model is expected to be ready for delivery by the end of the year. The company has previously built a 100 tonne reachstacker for the wind turbine industry. It is scheduling a short production run of the 152 tonner through 2018.



The 152 tonne Konecranes/ N.C Nielsen reachstacker.

IPAF.org The world authority in powered access

POWERED ACCESS RENTAL MARKET: THE LATEST INDUSTRY DATA

The latest global reports of this essential research is now available to buy.

Visit www.ipaf.org/reports

The Landmark for Aftersales Support

VERSALIFT.

Market leading national aftersales support with 24/7 Versalift Response

versalift.co.uk T: 01536 721010 E: sales@versalift.co.uk

UK rental company **HSS** reported a 3.4 percent fall in first half revenues to £160.5 million, due to depot closures/increased competition. The company has closed 68 locations in the past nine months with 92 lay-offs. Pre-tax losses for the period were £30.1 million compared to £7.8 million last year.



UK rental company **GAP** has reported record annual revenues of £175 million 11 percent up on the year. 30 percent of revenues came from the specialist divisions including Lifting Equipment and London Tools & Access. Pre-tax profits increased 8 percent to £17.1 million.

Herc Rentals - previously Hertz Equipment - reported a 7.5 percent rise in first half revenues to \$805.2 million but higher pre-tax losses of \$104.1 million. Second quarter, revenues increased seven percent to \$415.8 million while pre-tax losses were \$49.8 million from \$2.7 million last year.



Australia's **Coates Hire** has reported full year revenues up five percent to A\$918 million (\$732 million) with an operating profit of A\$31.7 million (\$2.3 million) compared to last year's loss of A\$17.8 million (\$14.2 million). The company's owners Seven and Carlyle are also said to be considering selling the business.

Manitowoc reported first half revenues down 20 percent to \$700 million, with a pre-tax loss of \$31.5 million. In the second quarter sales were 14 percent lower at \$394.6 million and a pre-tax profit of \$3 million.



Snorkel saw first half revenues rise 13 percent to \$79.7 million, with an operating profit \$1.5 million compared to a loss of \$1.4 million last year. Second quarter sales improved 20 percent to \$44.9 million with an operating profit of \$1.1 million.

Tat Hong has reported first quarter revenues one percent higher at \$118.3 million (\$86.6 million) thanks to improvements in tower crane and general equipment rental and distribution sales.

First half revenues at the rental division of Brazil's **Mills** fell 30 percent to R83.1 million (\$26.6 million), with pre-tax losses of R26.5 million (\$8.5 million) compared to a profit of R4.7 million (\$1.5 million). Second quarter revenues fell 22 percent to R42.3 million (\$13.5 million) with a loss of R13.4 million (\$4.3 million).

First half revenues for **Wacker Neuson** were up nine percent at €763.7 million, with pre-tax profits of €53.9 million up 14 percent. Second quarter sales were 11 percent higher at €425.2 million and pre-tax profits 29 percent higher at €40.8 million.



Manitex reported first half revenues 13 percent lower at \$91.4 million, with a pre-tax loss of \$4.8 million. Second quarter sales were 6.5 percent higher at \$51.9 million, with a pre-tax loss of 1.39 million compared to a \$4.5 million profit last year.

Skyjack saw first half sales increase 31 percent to \$648 million with operating profits up 23 percent to \$99.9 million. Second quarter sales were up 24.5 percent to \$361 million and operating profits increased 2.5 percent to \$54.1 million.



First quarter revenues at **Tadano** fell 16.1 percent to ¥35.2 billion (\$319 million). Mobile crane sales slipped 30 percent but loader crane and aerial lift sales increased 7.8 and 7.6 percent respectively. European sales declined 45 percent, North America 13 percent, South and Central America 69 percent and Asian sales 35 percent. Other regions remained stable. Pre-tax profits more than halved to ¥2.7 billion (\$24.9 million)



First half revenues at **Ramirent** were seven percent higher at €338.7 million while pre-tax profits jumped 90 percent to €27.1 million. Second quarter, revenues were 2.8 percent higher at €174.1 million, while pre-tax profits were up 45 percent to €16.1 million.

Nine-month revenues at **JLG** slipped one percent to \$2.19 billion, aerial lifts were five percent higher, but telehandler sales were 23 percent lower at \$457.8 million. Operating profits fell 10 percent to \$196.7 million. Third quarter sales were three percent higher at \$980.2 million with aerial lifts up 14 percent and telehandler sales down 24 percent. Operating profit increased 6.5 percent to \$130.2 million.



First half revenues for **Terex Cranes** fell 15 percent to \$568 million, with a loss of \$18.3 million compared to \$29.4 million. Second quarter revenues were \$303.8 million down 15 percent, but operating profits were \$14.5 million compared to last year's loss of \$12.8 million.

First half sales for **Genie** were three percent higher at \$1.07 billion, but profits slipped 25 percent to \$82.5 million. Second quarter sales were flat at \$593 million while operating profits were 16 percent lower at \$60.8 million.



H&E Equipment reported six-month revenues down 2.5 percent at \$476.2 million, pre-tax profits improved nine percent to \$24.2 million. Second quarter revenues were three percent higher at \$249.4 million and pre-tax profits 25 percent higher at \$15.7 million.

Manitou reported first half revenues up 17 percent at €805 million, pre-tax profits were 29 percent higher at €45 million. In the second quarter revenues improved 13 percent to €425 million with pre-tax profits up 30 percent to €30 million.



First half sales at **Palfinger** increased 13 percent to €753.8 million, while pre-tax profits improved one percent to €59.9 million. Second quarter sales were €391.9 million up 13 percent, while pre-tax profits fell five percent to €30.3 million.

Cramo first half revenues improved two percent to €340.9 million, but pre-tax profits jumped 26 percent to €39.7 million. Second quarter revenues were flat at €178 million, but pre-tax profits improved five percent to €23.8 million.



United Rentals saw first half revenues improve eight percent to \$2.95 billion with pre-tax profits up seven percent to \$390 million. Second quarter revenues improved 12 percent to \$1.6 billion, with pre-tax profits just six percent higher at \$229 million.

First half revenues at **Hiab** were four percent higher at €552 million, while operating profits increased 14 percent to €836 million. Second quarter revenues were flat at €282 million, with operating profits increased seven percent to €44 million.



For the full reports on all these stories check out Vertikal.net



The first Maeda MC815C for Lift mini cranes

First Maeda MC815C

UK rental company Lift mini cranes has taken delivery of one of the first Maeda MC815C spider cranes to arrive in Europe.

The new MC815C has a five section 19.4 metre pentagonal main boom topped by a optional two section hydraulic luffing telescopic jib, taking the maximum tip height to 27 metres. The crane offers a pick & carry capacity of up to one tonne and features include auto-levelling set-up, automatic boom stowage, a new multi-function touchscreen monitor, two speed winch, Technos 2 radio telematics, data logger and EU stage 3B compliant engine.

New 37m Palfinger KS

Palfinger Platforms unveiled the 37 metre P 370 KS, truck mounted lift earlier this month, topping its Premium Class range.

The P 370 KS offers an outreach of up to 31.5 metres, yet is relatively compact with an overall length of 8.35 metres, thanks in part to the company's unique KS counter slewing system. Maximum platform capacity is a healthy 500kg and features include fully automatic set-up and levelling, with an inboard jacking position for single lane working. More details next month.



The new Palfinger P370 KS

Hiab extends continuous slew

Hiab is adding 360 degree continuous slewing on its 30 to 40 tonne/metre range of loader cranes. Continuous slewing was previously only available on Hiab cranes over 50 tonne/metres.

The change adds the feature to the 33 tonne/metre X-HiPro 358, 36 tonne/metre X-CLX 398, 38 tonne/metre X-HiPro 408 and 39 tonne/metre X-HiPro 418.



Hiab continuous slew

Snorkel ATB60/AB60J safety bulletin

Snorkel has issued a safety-related technical bulletin for all 60ft ATB60 and AB60J articulated boom lift models manufactured from 1990 to the current day.

The bulletin requires the inspection of the lower lift cylinder pin for corrosion, cracks or abnormal wear and requires a mandatory inspection and replacement of the pin if it has been in service for eight years or more. Snorkel is recommending that pins should be inspected every 90 days or 150 hours whichever comes first.



A manufacturer specialising in hydraulic cranes since 1965, for amazing feats of lifting

Lifting Tomorrow

Wherever we are, whatever we do, we must always maintain the principles of quality, excellence and innovation. These are the distinguishing features of Fassi's philosophy.

www.fassigroup.com



5.48 m (18 ft) to 9.4 m (30 ft)

Telescoping Jib-Extend™

27.43 m (90 ft)

Outreach

300 kg / 454 kg

660 lb / 1,000 lb

Dual Lift Capacity

2.49 m x 3.94 m

8 ft 2 in x 12 ft 11 in

Compact Footprint

6 m (19 ft 8 in)

Below Grade Ability

TAKING YOU **HIGHER**™



XTRA CAPACITY™

& EXCEPTIONAL RANGE OF MOTION

NEW SX-135 XC™: 43 M TELESCOPIC BOOM

The Genie® SX-135 XC™ boom is a perfect fit for all of your customers' heavy work with heavy tools applications, such as construction, bridge inspections and maintenance, stadium and sports arena, gas and oil refineries, industrial, telecommunications and large utility work.

[LEARN MORE AT GENIELIFT.CO.UK/XC](http://GENIELIFT.CO.UK/XC)

© 2017 Terex Corporation. Terex and Genie are trademarks of Terex Corporations or its subsidiaries.

Genie®
A TEREX BRAND

- **Co.MeT** has appointed **Stephan Wijkmans** area sales manager for Benelux, Germany, Austria and Asia, and **Tobia Cariolato** as service manager.

Tobia Cariolato

Stephan Wijkmans
- **Ruthmann** has appointed **Statech** as distributor in the Czech Republic and Slovakia.
- UK's **Anglia Access** has taken 30 **Haulotte** scissor lifts.
- **Eline Oudenbroek** has stepped down as managing director of **Holland Lift**.
- UK-based **JMS Plant Hire** has taken a 60ft **MEC Titan Boom 60-S**.
- Mumbai International Airport has taken a 29m **CTE ZED 29J** truck mounted platform.
- **AFI** has ordered 500 platforms worth £7 million.
- **BMS platforms** has appointed **Tom Wilson** in the UK.

Tom Wilson
- Germany's **GVW** has taken a 22.6m **Oil & Steel Scorpion 2313** truck mounted platform.
- **PASMA** has appointed **John Darby** as head of technical support.

John Darby
- UK's **Ashbrook Plant & Access Hire** has taken 14 **Genie** booms.
- **Potain** has appointed **Mutlicrane Perkasa** as distributor for Indonesia.
- Italy's **Tecno-Gru** has taken a **Terex RT 90** Rough Terrain crane.
- **Snorkel** has appointed **Gantic** as service partner for Norway.
- UK loader crane industry veteran, **Bryan Flintham** has died.

Bryan Flintham
- **Kranlyft UK** sales director **Alan Peck** has left the company to set up **Böcker UK**.
- US-based **CIC** has introduced a tower crane operator certification programme.
- **Almac** has appointed **Ommelift** as distributor in Germany and Austria.
- **ALE** has signed an agreement with China's **Cosco**.
- Scotland's **Global Port Services** has taken a 500t **Liebherr LTM 1500-8.1**.
- **Safway Atlantic** has acquired New York hoist/scaffold company **All-Safe**.
- **DSM Dyneema** has appointed **Olivier Janin** as VP sales & marketing.

Olivier Janin
- **Suzhou Mall**, China has purchased a 52m **TCA Falcon FS520C**.
- UK's **Crane and Support Services** has taken a 13t **Kato CR-130Ri**.
- **Atlas** has appointed **M. Bar Maintenance** as crane distributor for Israel.
- UK's **Lifterz** has promoted **Chris Firth** to business development director.

Chris Firth
- **CTE** has appointed **France Elevateur** as distributor for Germany and Austria.
- Germany's **Rieckermann & Sohn** has taken 11 **JLG** booms and scissors.
- **Terex Cranes** has appointed **Farhat Service Center** as distributor for Lebanon.
- Germany's **ESB Kranverleih** has taken a 70t **Liebherr LTM 1070-4.2** All Terrain crane.
- The **02 Arena** in London has purchased a 135ft **Genie Z-135/70** boom.
- **GMG** has appointed **Ronan MacLennan** as central European sales manager.

Ronan MacLennan
- Dutch company **Kloosterboer** has taken a **Liebherr LHM 550** crane and **LRS 545** reachstacker.

- **Cramo** sold its rental businesses in Latvia and Kaliningrad to **Storent**.
- Germany's **Castell** has taken a 25m **Ruthmann TBR 250** truck mounted platform.
- Ex-**Terex Crane** president **Ken Lousberg** has joined bicycle manufacturer **Sram** as COO.

Ken Lousberg
- France's **SVMM** has taken a 160t **Demag AC 160-5** All Terrain crane.
- German steel erector **Pril** has taken 10 **Genie Z-45/25J** RT booms.
- UK's **Elavation** has purchased two 39ft **Snorkel S3970BE** scissor lifts.
- **Terex** has appointed **Andra Rush** as a non-executive director.

Andra Rush
- Germany's **System Lift** members ordered 27 **Palfinger P250 BK** truck mounted lifts.
- The Festival Waterfront Centre in Dubai has taken a 33m **TCA Falcon FS330Z** spider lift.
- **Simian Skill** and **NTI** opened a scaffold training centre in Oman.
- **Hiab** has acquired **Walker & Company Hydraulic Services** in the UK and appointed **Ian Mitchell** as UK & Ireland director.

Ian Mitchell
- **Raymondi** has appointed **HLD** as its New Zealand agent.
- Turkish rental company **Fatih Vinç** has taken 35 **Snorkel** scissors and booms.
- **Rob Wallis** - founder of Australia's **National Hire Group** and the **HRIA** - has died.

Rob Wallis
- Northern Ireland's **HP Hire** has taken a 63ft **Nifty HR21D 4x4** boom lift.
- Germany's **Steil Kranarbeiten** has ordered a **Demag AC 1000-9** All Terrain crane.
- **Richards CCTV UK** has purchased two **Versalift ET136-F (E6)** van mounted platforms.
- Germany's **Scholpp Kran & Transport** has taken a 220t **Demag AC 220-5** crane.
- **Hiab** has promoted **Hans Ekman** to vice president, forestry & recycling cranes.
- **Venpa Sud** has taken Italy's first 150ft **JLG 1500AJP**.
- UK-based **United Powered Access** has expanded its fleet.
- Russia's **Vertex** has taken its first **JLG** boom lifts in a 58 unit order.
- UK-based **Quick Reach** has added **Airo** push around lifts to its fleet.
- **Hatz Diesel** has appointed **Bernhard Richter-Schützeneder** director sales & marketing.

Bernhard Richter-Schützeneder
- Bolivia's **Avicola Sofia** has taken the first four **Snorkel** scissor lifts in Bolivia.
- UK-based **Planet Platforms** celebrated its 40th anniversary.
- South Africa's **Eazi Access** has ordered 178 **JLG** platforms in a \$9 million deal.
- UK's **JMS Plant Hire** has ordered 46 **Skyjack** boom and scissor lifts.
- **David Webb** of **Falcon Cranes** has died following the tower crane collapse in Crewe, UK.

David Webb
- **Shing Fung Engineering & Equipment** has launched **Tadano** truck mounts in Hong Kong.

- Germany's **Wemo-Tec** has taken nine new **Genie** hybrid lifts.
- **Liebherr Australia** has taken over its maritime cranes distribution in Australia, New Zealand.
- **Genie** has named **Dave Hubbell** VP national accounts.

Dave Hubbell
- UK's **NMT Crane Hire** has taken a **Liebherr LTM 1500-8.1**.
- **Camso** has acquired **Omni Industrial Tire** in Texas.
- California's **Bragg Crane Service** has ordered eight 100t **Link-Belt** cranes.
- Bolivia's **Alanoca** has taken the first 400t **Grove GMK6400** in Bolivia.
- UK's **J&M Crane & Transport** has taken a 35t **Kato CR-350Ri** City crane.
- Germany's **Bayernlift** has added new premises and expanded its fleet.
- UK rental company **Quick Reach** has opened a branch in Doncaster.
- France's **Jagulak Sens Levage** has taken a 250t **Demag AC 250-5** All Terrain crane.
- UK-based **Banner Plant** has taken four **Snorkel** scissor lifts.
- Ex-**Terex Cranes** president **Kevin Bradley** has joined **US Steel** as CFO.

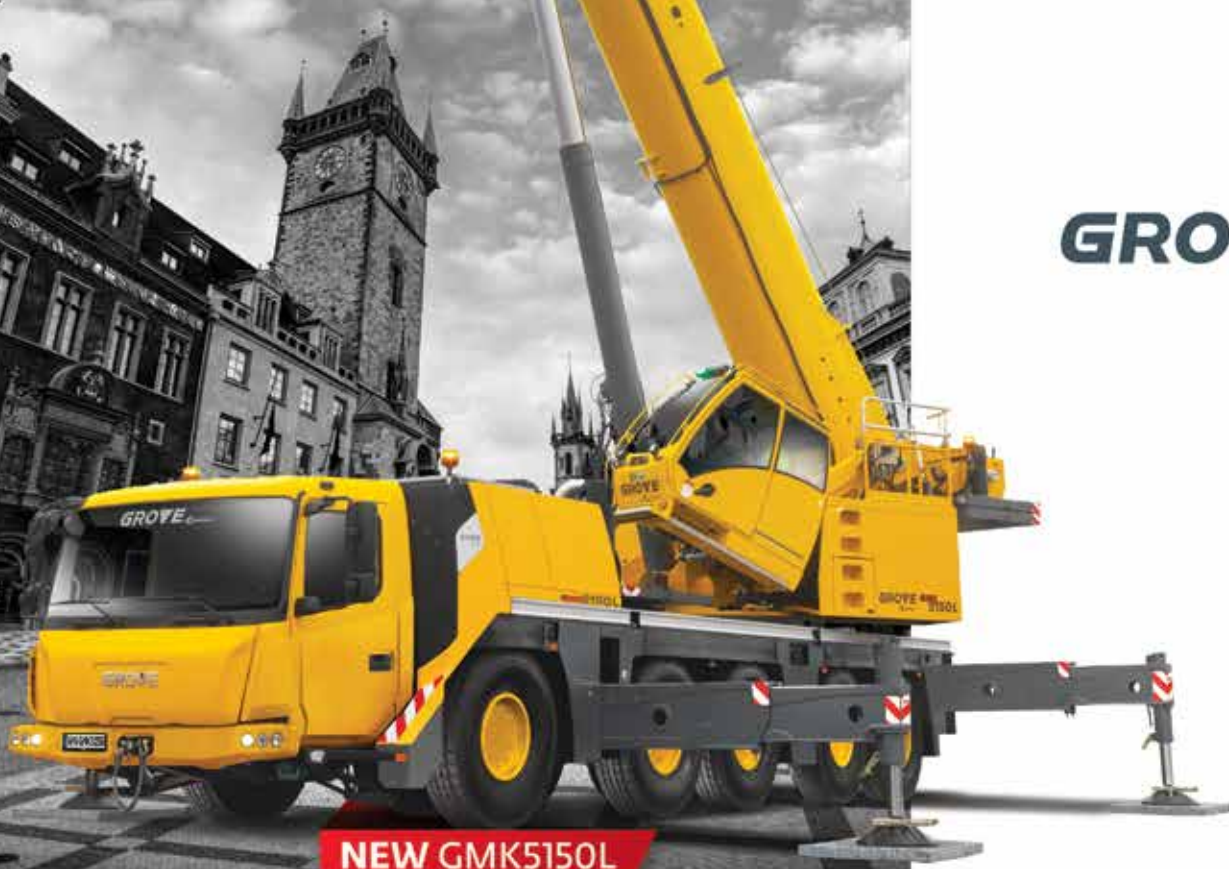
Kevin Bradley
- UK's **Ashbrook Plant Hire** has added its 100th platform, a **Skyjack 9250**.
- **Tadano** has appointed **Flaherty Equipment** for RT/AT cranes in Boston.
- **Manitex** has expanded its US dealer network for PM loader cranes.
- **Atlas** has appointed **Esa Puustinen** as crane distributor for Finland.
- Germany's **Dangel Bau** has taken a **TCA FS320Z** spider lift and a **PB S151-19EHT** scissor lift.
- **Almac** has appointed **Malcolm Kitt** as UK sales manager.

Malcolm Kitt
- Northern Ireland's **Baloo Hire** has taken two 135ft **JLG 1350AJP** boom lifts.
- Switzerland's **VHB** has taken a **Liebherr MK 140** mobile self-erecting tower crane.
- **Mammoet** has opened two new locations in the Gulf.
- US-based **Auburn Crane & Rigging** has taken a 250t **Demag AC 250-5**.
- Sweden's **Swelift** has taken a 65m **Ruthmann T650 HF** truck mounted platform.
- US-based **BlueLine Rentals** has acquired Virginia's **Capital Rentals**.
- **Konecranes** has appointed **Johan Bjerstedt** as sales manager Liftace reach stackers.

Johan Bjerstedt
- **Klubb** has appointed **CharterLift** as its German distributor.
- US-based **IMT** has added to its sales team.
- **Hawks Crane Hire** has taken the UK's first 250t **Kobelco CKE2500G-2** crawler crane.
- Germany's **Wasel** has taken a 750t **Liebherr LR 1750/2** crawler crane.
- **Ashtead/Sunbelt** has acquired Ontario's **CRS Contractors Rental Supply**.

See www.vertikal.net/news archive for full versions of all these stories

GROVE®



NEW GMK5150L

ANY LIFT. ANYWHERE.

The strength and mobility to handle more jobs.

The new GMK5150 and GMK5150L deliver great ROI due to outstanding lifting capacities and greater jobsite accessibility.

- 150 t maximum capacity
- Narrow 2,75 m width on 445/95R25 tires
- Fuel-efficient single-engine design

Impressive lifting, jobsite maneuverability and fuel efficiency help you achieve greater profits.

Contact your local Grove dealer, or go to www.manitowoccranes.com to learn more.



NEW GMK5150

LIFT CAPACITY ADVANTAGE



*on radius with maximum counterweight

Class-leading lifting capacities in full and taxi counterweight configurations

GMK5150L High-performing boom capable of lifting 11,8 t with 60 m boom — ideal for tower crane rigging
GMK5150 with 51 m boom

Compact dimensions with reduced overall length and width

Crane Control System (CCS) with Boom Configurator enhances operator control and efficiency

Easy operator access on the crane for secure, fast rigging; especially when working at heights

UK & Ireland Top 30 rental companies

C&A

top 30

Moving on up

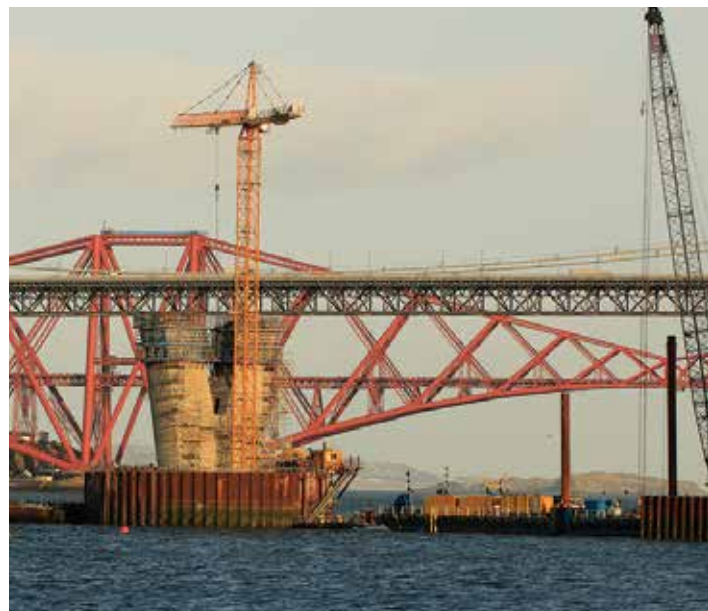
Since our last survey of the UK and Ireland crane, powered access and telehandler rental companies a year ago, there have been some significant changes including major failures, acquisitions, mergers and even some new entries. Business activity has clearly improved again and in general, companies are doing well. While rental rates have improved they are still on the low side, but overall the market is pretty good and this is reflected in ongoing fleet renewals and expansion.

Over the past 12 months however we have seen a further substantial fall in the value of Sterling as plans to leave the EU gather pace. So far this does not seem to have had a major effect on rental companies in our sector, but coupled with the uncertainty that Brexit brings, it could well have an increasing impact as 2019 approaches. While the poor exchange rate is having a negative impact on the price of new equipment, it is also helping boost the value of used equipment.

This now looks like a very good deal for overseas buyers providing fleet owners with an opportunity to sell older equipment at higher prices than a year ago. This extra to some extent offsets the higher cost of new equipment - given that the higher prices have a relatively small impact on monthly finance charges - so there is encouragement to update equipment, leading to more fleet 'churn'.

Methodology

As in previous years, forms were sent out to every company that



might qualify for the various categories. The survey was also advertised online at: www.vertikal.net. This year we had a very good initial response before we had to chase information from key candidates who were sent reminders and follow up telephone calls. As a last resort we have estimated the fleet size after carrying out a 'reality check' with those who should know. As always, our aim is to keep the number of estimated fleets to less than five percent or a couple of companies per chart although this proved tricky with the telehandler entries.

While most companies treat the exercise seriously, some cannot help but exaggerate or understate their fleets, depending on their strategy or mentality. If we spot a return that clearly does not stack up, we do try and check it with third parties, or challenge the numbers and may tweak them with our own estimates if necessary. One thing that we know with absolute certainty is that errors will creep in, so we do ask you to inform us of any discrepancies. Finally, and most importantly, a big thank you to all of the companies that participated and especially those that supported this survey as sponsors of what we hope proves to be a very useful report.



TOP 30

Cranes

Most of the leading UK and Ireland crane companies either slightly expanded or maintained the same number of cranes in their fleets since the last survey. Even those companies that reduced fleet numbers only did so on a small

scale with many replacing older units with larger capacity cranes. Investment also increased over last year with the top 20 companies spending as much as the top 30 last year.

The major change in the market since last year was the failure of Hewden - the second largest mobile crane hirer - in November, with its 141 All Terrains taken off the market overnight. Those cranes have found new owners both in the UK and around the world, following 'the world's biggest crane auction' in March and many of the Hewden employees have joined other major crane rental companies. The closure led to a substantial reduction in the national fleet - particularly during the four months prior to the auction, when they were all stood up.

Spider crane numbers continue to increase at a good rate, together with telescopic crawlers. All in all a good year for most.



TOP 30 MOBILE CRANE HIRERS

Company	Total	ATs/ RTs Trucks	Crawlers Over 12t	Crawlers Under 12t	Mobile Tower Cranes	Industrial Pick & Carry	Spider Cranes	Trailer Cranes
Ainscough	465	▼	447	4	0	7	7	0
King Lifting	102	▲	93	0	2	1	4	2
City Lifting	102	▲	54	1	7	21	2	17
Emerson Crane Hire	85	▲	72	1	8	1	0	3
Baldwins	80	▲	80	0	0	0	0	0
Marsh Plant	62	—	62	0	0	0	0	0
Emsley	61	▲	60	0	0	1	0	0
Sarens UK	60	▲	34	26	0	0	0	0
Bronzeshield	59	—	54	0	0	3	0	2
Bryn Thomas Cranes	55	▲	50	0	0	5	0	0
Quinto	48	▲	45	0	0	2	0	1
Sparrow Crane	63	▲	47	0	10	1	0	5
Mammoet	46	▼	45	0	0	0	0	1
NMT Crane Hire	46	—	35	0	0	4	7	0
Southern Cranes	46	▲	43	0	0	2	1	0
John Sutch Cranes	45	▼	36	0	0	5	4	0
Kavanagh Crane Hire	45	▲	44	0	0	1	0	0
Davies Crane Hire	38	▼	36	1	0	0	1	0
Dewsbury & Proud	38	▲	35	0	1	0	0	2
Windhoist	38	—	34	4	0	0	0	0
Crowland Cranes	36	▲	32	0	0	0	2	2
Whyte Crane Hire	35	▲	35	0	0	0	0	0
Crane Hire	34	▲	32	0	0	1	0	1
ABA Cranes	32	▲	32	0	0	0	0	0
MacSalvors	29	—	29	0	0	0	0	0
J Hewitt Crane Hire	26	▲	26	0	0	0	0	0
Cadman Cranes	25	▲	19	2	2	0	1	1
PP Engineering	24	▲	21	0	0	0	3	0
WOB Energy	23	▲	23	0	0	0	0	0
Bernard Hunter	22	▲	16	0	1	3	0	2
Bob Francis Crane Hire	20	▼	20	0	0	0	0	0
Horizon Crane Hire	20	NEW ENTRY	18	0	0	2	0	0
Steve Foster Cranes	19	▲	16	0	0	0	1	2
Millenium	18	NEW ENTRY	18	0	0	0	0	0
County Lifting	16	▲	13	0	0	0	3	0
AB2000	14	NEW ENTRY	14	0	0	0	0	0
Berry Cranes	12	NEW ENTRY	12	0	0	0	0	0
Cork Crane Hire	12	NEW ENTRY	10	0	0	2	0	0

TOP CRAWLER CRANE HIRERS

Company	Total	Full Size		Under 12t
		Lattice	Tele	
Weldex	136	92	42	2
NRC	69	29	14	26
AGD Equipment	54	14	25	15
Select	51	39	8	4
Delden	49	45	4	0
Q Crane and Plant Hire	42	36	0	6
G.H. Johnson	38	32	6	0
BPH Equipment	33	30	3	0
Sarens UK	26	19	7	0
GGR Group	21	0	0	21
Sparrow Crane	10	0	0	10
Emerson Crane Hire	9	0	1	8
TCA Lifting	9	0	3	6
City Lifting	8	1	0	7
Ainscough	4	4	0	0
Cadman Cranes	4	0	2	2
Windhoist	4	0	4	0

MINI CRAWLERS / SPIDER CRANES / PICK & CARRY

Company	Total	Under 12t	Pick & Carry	Spider Crane
GGR Group	227	21	50	156
Hird	100	0	48	52
A Mini Crane Hire Co	74	4	5	65
Coppard Plant	47	1	6	40
TCA Lifting	36	4	3	29
Lift Minicranes	34	0	0	34
NRC	26	26	0	0
City Lifting	24	7	0	17
JT Cranes	19	2	0	17
Sparrow Crane	15	10	0	5
AGD Equipment	15	15	0	0
Emerson Crane Hire	11	8	0	3
King Lifting	8	2	4	2
Ainscough	7	0	7	0
NMT Crane Hire	7	0	7	0



LARGEST TOWER CRANES

Company	Capacity	Model	Units in fleet
Select	66t	Terex CTL 1600-66	2
HTC Wolffkran	50t	Wolff WK 700B	2
NRC	50t	Wolff 275B	3
London Tower Crane	24t	Jost JL 416	10
Falcon Tower Crane Services	24t	Jaso J700	1
City Lifting	18t	Comansa 21 LC 290	1
Skyline Arcomet	18t	Terrex CTL260-18	2
Bennetts Cranes	18t	Jost JTL 316.16	2
Irish Crane & Lifting	16t	Terex CTT 331	3
Mantis Cranes	6t	Saez TLS65	2
Ladybird	5t	Potain MCT 88	15
Coppard Plant	4t	Terex CBR 40H	2



TOP 10 TOWER CRANE COMPANIES

Company	Total	Hammerhead/ flat tops	Luffers	Normal self erectors
Falcon Tower Crane Services	355	114	185	56
HTC Wolffkran	217	76	141	0
Select Plant	217	47	170	0
London Tower Crane	210	70	140	10
City Lifting	130	58	49	23
Bennetts Cranes	95	24	71	0
Ladybird	89	36	0	53
Mantis Cranes	85	20	0	65
Skyline Arcomet	64	14	50	0
Sparrow Crane	36	0	0	36
Irish Crane & Lifting	35	32	0	3

MAT & TIMBER SERVICES



CRANE MATS
OUTRIGGER MATS
TEMPORARY ACCESS ROADS
RAMPS

For all types of cranes under any application - Nationwide and Overseas



TEL: +44 (0) 1264 811005
FAX: +44 (0) 1264 810600

e-mail: info@sarumhardwood.co.uk

web site: www.sarumhardwood.co.uk



CRANE COMPANIES & INVESTMENT

Company	Investment	Depots	Employees	Units Bought	Units Sold
Select	£17,000,000	4	753	N/D	N/D
Weldex	£15,000,000	2	140	N/D	N/D
Falcon Tower Crane Services	£11,700,000	3	420	0	0
WOB Energy	£11,460,000	3	51	5	0
Sarens UK*	£10,000,000	2	120	N/D	N/D
Crane Hire	£8,183,000	3	52	9	0
King Lifting	£7,800,000	8	286	0	0
Mammoet	£7,000,000	3	207	8	10
Bryn Thomas Cranes	£6,000,000	6	100	15	0
HTC Wolffkran	£6,000,000	1	370	1	1
Osprey Heavy Lift	£6,000,000	1	25	2	0
Southern Cranes & Access	£5,500,000	4	94	8	7
Kavanagh Crane Hire	£5,100,000	4	80	6	2
London Tower Cranes	£5,000,000	2	160	N/D	N/D
Delden	£5,000,000	N/D	40	10	6
John Sutch Cranes	£5,000,000	3	110	7	4
NMT Crane Hire	£4,800,000	4	70	8	0
City Lifting	£4,300,000	4	170	0	0
Emerson Crane Hire	£4,230,000	3	120	7	2
Bernard Hunter	£4,000,000	1	53	4	3
Bennetts Cranes	£3,000,000	1	N/D	0	0
Dewsbury & Proud	£2,800,000	4	58	5	0
Horizon Crane Hire	£2,700,000	2	25	7	2
BPH Equipment	£2,500,000	1	40	3	2
Quinto	£2,420,000	8	115	5	5
Skyline Arcomet	£2,300,000	1	25	N/D	N/D
Steve Foster Cranes	£2,000,000	1	29	6	4
GGR Group	£1,800,000	3	125	0	0
NRC	£1,500,000	1	30	0	0
Davies Crane Hire	£1,500,000	4	55	3	3
AGD Equipment	£1,500,000	1	70	0	0
Cramscene	£1,500,000	2	35	1	0
Walsh Crane	£1,363,000	3	14	2	0
Hird	£1,200,000	3	90	19	0
Ladybird	£1,200,000	1	21	0	0
Millennium	£1,100,000	1	25	2	2
Cadman Cranes	£1,000,000	1	27	2	0
Berry Cranes	£1,000,000	1	20	3	1
Cork Crane Hire	£1,000,000	2	25	1	1
G.H. Johnson Crane Hire	£1,000,000	1	20	2	4
Dorset Crane Hire	£900,000	1	9	2	1
PP Engineering	£850,000	1	30	2	1
County Lifting	£750,000	1	30	2	0
Mantis Cranes	£750,000	2	21	0	0
Lift Minicranes	£600,000	1	15	0	0
Coppard Plant	£500,000	4	85	4	0
Ellis Crane Hire	£364,000	2	21	1	0
Waterford Crane Hire	£319,100	1	7	1	1
JT Cranes	£250,000	1	13	3	1
AB2000	N/D	1	250	0	0
Ainscough	N/D	30	1,000	0	0
Bob Francis Crane Hire	N/D	4	30	5	3
Bronzeshield	N/D	2	76	0	0
Crowland Cranes	N/D	3	58	6	2
Irish Crane & Lifting	N/D	N/D	N/D	0	0
J Hewitt	N/D	1	48	1	1
Sparrow Crane	N/D	N/D	N/D	12	0
TCA Lifting	N/D	1	6	0	0

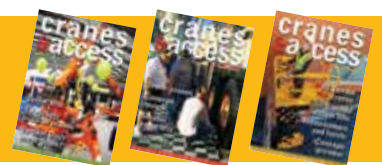
LARGEST CRAWLER CRANES

Company	Capacity(t)	Make & model	Units in fleet
Sarens UK	2,000	Terex CC9800	1
Weldex	1,350	Liebherr LR1350	1
Ainscough	600	Terex CC2800	1
Mammoet	600	Liebherr LR1600	1
Delden	300	Liebherr LR1300SX	1
Select	300	Liebherr LR1300SX	2
BPH Equipment	250	Kobelco CKE2500	1
Johnson Crane Hire	250	Kobelco CKE2500G	2
NRC	150	Hitachi SCX1500A-3	2
Q Crane & Plant Hire	135	Kobelco CKE1350G	2
AGD Equipment	120	IHI CCH1200	3
Bennetts Cranes	100	Kobelco CKE900G2	1
Emerson Crane Hire	100	Liebherr LTR1100	1
City Lifting	90	Liebherr LR 895 HD	1
Davies Crane Hire	60	Terex TCC60	1



cranes & access

Subscribe today - the only way to guarantee your copy www.vertikal.net/en/subscriptions



20. 21. 22. SEPTEMBER 2017



JDL BEAUNE 2017
BEAUNE - FRANCE





LARGEST MOBILE CRANES

Company	Cap. tonnes	Model	Units in fleet
Mammoet	1,200	Liebherr LTM11200-9.1	1
Sarens UK	1,200	Gottwald AK680/3	1
Windhoist	1,200	Liebherr LTM11200-9.1	1
William O'Brien Energy	1,200	Liebherr LTM11200-9.1	1
Baldwins	1,000	Liebherr LTM11000D	1
Osprey Heavy Lift	1,000	Liebherr LTM1800D	1
Ainscough	800	Liebherr LTM1800	1
Crane Hire	750	Liebherr LTM1750-9.1	1
King Lifting	750	Liebherr LTM1750-9.1	1
Whyte	750	Liebherr LTM1750-9.1	1
Global Port Services	750	Liebherr LTM1750-9.2	1
NIMT Crane Hire	700	Terex AC700	1
Bernard Hunter	500	Liebherr LTM1500-8.1	1
Bronzeshield	500	Liebherr LTM1500-8.1	1
Bryn Thomas Cranes	500	Liebherr LTM1500-8.1	1
Kavanagh Crane Hire	500	Liebherr LTM1500-8.1	1
Cramscene	450	Grove GMK7450	1
Davies Crane Hire	400	Tadano ATF 400G-6	1
City Lifting	350	Liebherr LTM1350-6.1	1
John Sutcliff Cranes	350	Liebherr LTM1350-6.2	1
Southern Cranes & Access	350	Liebherr LTM1350-6.1	1
Emerson Crane Hire	300	Liebherr LTM1300-6.2	1
Horizon Crane Hire	300	Grove GMK6300L	1
HTC Wolffkran	300	Grove GMK6300L	1
Quinto	300	Grove GMK6300L	1
Walsh Crane	250	Liebherr LTM1250-5.1	1
Sparrow Crane	250	Grove GMK6250L	1
J Hewitt	250	Grove GMK5250L	1
Bob Francis Crane Hire	220	Tadano ATF 220G-5	1
Cork Crane Hire	220	Terex Demag AC220-5	1
Crowland Cranes	220	Tadano ATF 220G-5	2
Dewsbury & Proud	220	Terex Explorer 5800	1
PP Engineering	220	Tadano ATF 220G-5	1
Steve Foster Cranes	220	Tadano ATF 220G-5	1
AB2000	200	Liebherr 1200-5.1	1
Emsley	200	Liebherr LTM 1200-5.1	2
Aba Cranes	160	Terex Explorer 5600	1
Cadman Cranes	160	Liebherr LTM1160	1
County Lifting	130	Liebherr LTM1130-5.1	1
Marsh Plant	130	Liebherr LTM1130-5.1	1
Waterford Crane Hire	130	Liebherr LTM1130-5.1	1
Millennium	120	Terex AC120-1	1
Berry Cranes	100	Grove GMK4100L	1
Dorset Crane Hire	100	Liebherr LTM1100-5.2	1
Hird	100	Grove GMK4100L	1
Ellis Crane Hire	80	Grove GMK4080L	1

BGLIFT

**SIMPLE ANSWERS
TO COMPLEX
LIFTING REQUESTS**



CWE 525: Max hydraulic outreach: m 30
Load capacity Kg 14500 – Easy access: Max width mm 1850

M250: Full hydraulic JIB with 195° opening
Max hydraulic outreach m 15.65



M060: PICK AND CARRY - Max hydraulic outreach: m 3 – Max load capacity Kg 240 – Width mm 780

www.bglift.com

A Brennero Gru brand
Via Lionello Pisani 22, 37010 - Cavallin Veronese - Verona - Italy
info@bglift.com – Tel. +39 045 6260100

National Coverage



MORE CHOICE • MORE INNOVATION • MORE COVERAGE

JMS continue its investment programme to bring customers the very best hire service.

We're investing in our low level fleet, our super boom fleet and everything in between.

Talk to JMS today and see how we can help you.



Powered Access • Telehandlers • Forklifts • Training

0845 457 0000 www.jms.co.uk



hire@jms.co.uk

TOP 30

Access

The powered access market has certainly been busy since our last survey. This year we are drawing the line at the top 45, the majority of these companies added to their fleets, reflecting the amount of work planned over the next few years in spite of Brexit. Investment was high again, with the top 22 companies all spending at least £1 million. Nationwide Platforms - still operating as it did before its acquisition by Loxam - spent a whopping £35.7 million up almost

£4 million on last year, boosting its fleet to more than 11,000 units, 2,000 more than its nearest rival HSS Hire.

Kimberly - the 10th largest company in 2016 - is of course no more, swallowed up by AFI. Some fleet rationalisation has taken place as AFI's fleet has only increased by 525 units after adding Kimberly's 1,600 machines and the company remains on the acquisition trail. The same happened at A-Plant which digested a good chunk of Hewden's 800 strong fleet in November and Plantfinder's 1,800 machines in June, but only added 1,350 units to its fleet.

Niche markets are doing well including spider lifts - this year for the first time we have a table of the leading players in this sector.



C&A

top 30

TOP VEHICLE MOUNTED FLEETS

Company	Total	Truck	Van
Access Hire Nationwide	562	38	524
Nationwide Platforms	521	281	240
Height for Hire	203	41	162
Facelift	167	85	82
Smart Platform	140	124	16
Loxam	120	63	57
Orion Access	50	50	0
AFI	51	51	0
Blade Access	51	51	0
Warren Access	30	12	18
Elev8	25	25	0
PG Platforms	22	10	12
Manlift	20	20	0
Outreach Access	20	16	4
Mayes Access Platforms	19	1	18

TOP 30 POWERED ACCESS COMPANIES

Company	Total	Booms articulated	Booms straight telescopic	Scissors	Spider lifts	Push arrounds	Truck mounts	Van mounts	Trailer lifts
Nationwide Platforms	11,145 ▲	3,133	915	5,299	99	1,178	281	240	0
HSS Hire Group	9,122 ▼	1,584	1,010	4,533	0	1,995	0	0	0
AFI	6,219 ▲	1,670	207	4,023	31	237	51	0	0
A-Plant	4,500 ▲	1,450	250	2,500	0	300	0	0	0
MEP Hire	3,900 ▲	0	0	0	0	3,900	0	0	0
Speedy*	3,000 ▼	0	0	1,300	0	1,700	0	0	0
Height for Hire	2,603 ▲	1,324	booms in total	870	100	106	41	162	0
Loxam	1,857 ▼	646	197	880	14	0	63	57	0
JMS	1,712 ▲	254	13	601	14	830	0	0	0
GT Access AA	1,601 ▲	438	105	1,011	28	0	6	0	13
CW Access Rental	1,430 ▲	420	71	547	6	380	0	0	6
Star Platforms AA	1,081 ▲	119	27	779	0	156	0	0	0
Lifterz AL	1,077 ▲	211	112	583	22	144	1	1	3
Horizon Platforms AA	1,036 ▲	163	0	778	0	92	0	0	3
Riwal UK	932 ▲	229	76	540	0	87	0	0	0
Platform Sales & Hire AA	833 ▲	179	17	518	0	118	0	0	1
Elavation	832 ▲	315	0	385	8	122	0	0	2
Facelift AL	813 ▼	216	43	334	28	0	85	82	25
Advanced Access Platforms AL	719 ▲	135	21	466	11	82	0	0	4
Prolift Access AA	698 ▼	228	13	388	5	54	6	0	4
Mr Plant Hire AA	660 ▲	67	2	226	1	364	0	0	0
Quick Reach*	600 ▲	NEW ENTRY	100	50	300	0	150	0	0
Access Plus AA*	550 ▼	135	15	400	0	0	0	0	0
Access Hire Nationwide	562 ▲	0	0	0	0	0	38	524	0
Mainline AL	551 ▲	164	34	242	8	87	0	0	16
Neon Hire Services AL	520 ▲	70	0	350	0	100	0	0	0
Smiths Equipment Hire	495 ▲	102	3	265	2	120	0	0	3
1 Up Access	455 ▲	165	16	252	0	20	0	0	2
JPS Tool and Access AL	453 ▲	48	2	273	0	130	0	0	0
Premier Platforms AA	448 ▲	141	10	285	0	10	1	0	1
Highway Plant AL*	445 —	125	25	250	5	25	0	0	15
Hird AL	436 ▲	140	9	261	5	20	0	0	1
KDM Hire AA	413 ▲	89	36	238	8	26	3	5	8
One Stop Hire	385 ▲	NEW ENTRY	0	55	3	327	0	0	0
PAS (Powered Access Services)	385 ▲	155	21	209	0	0	0	0	0
2 Cousins AL	357 ▲	100	2	221	6	26	0	1	1
LTS Powered Access AA	353 ▼	80	0	191	1	77	0	0	4
Manlift	352 ▲	115	20	185	7	5	20	0	0
UK Powered Access AA	341 ▲	NEW ENTRY	93	174	0	50	8	8	3
Bella Access	300 —	62	10	200	1	26	1	0	0
Aerial Platform Hire	296 ▼	55	30	205	1	5	0	0	0
Extreme Powered Platforms	268 ▲	NEW ENTRY	102	38	94	14	10	7	3
Higher Access	205 ▲	NEW ENTRY	0	0	205	0	0	0	0
Hire Safe Solutions	192 ▲	NEW ENTRY	102	7	83	0	0	0	0
United Powered Access	183 ▲	NEW ENTRY	38	0	140	0	5	0	0

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same

AL - Access Link AA - Access Alliance * Estimated



LARGEST TRUCK MOUNTED LIFTS

Company	Height & Model	Units in fleet
Blade Access	100m Palfinger P1000	4
Height for Hire	88m Bronto S90HLA	7
Elev8	88m Palfinger P900	1
Nationwide Platforms	88m Bronto S90HLA	1
Clerkin Elevation	70m Ruthmann T720	1
Outreach Access	68m Palfinger P700	1
AA Access	68m Bronto S70XDT	3
Loxam	68m Bronto S70XDT	N/D
Orion Access	59m Wumag WT610	1
Facelift	59m Bronto S61XDT	2
AFI	55m Palfinger WT570	2
Extreme Powered Platforms	46m Ruthmann T480	1
UK Tool Hire	46m Ruthmann T480	1
Manlift	43m Wumag WT450	1
PG Platforms	43m Wumag WT450	N/D
Rapid Platforms	43m Wumag WT450	1
L&N Platforms	42m Bronto S44XDT	1
RKP	36m Bronto S38XDT	1
Prolift Access	31m Ruthmann T330	1
Smart Platform	31m Ruthmann T330	2
Warren Access	31m Ruthmann T330	1
Hoist Line	30m Multitel MJ320	1
Acrolift	25m Ruthmann T270	1
Bella Access	25m Ruthmann T270	1
Platform Hire	23m Multitel MX250	1
Lifterz	19m CTE Zed21	1
Premier Platforms	19m CTE Zed21	10
Cannon Access	18m Sogace 20D	1
Clements	18m Multitel MJ 201	1
GTAccess	18m Isoli PNT205	N/D
KDM Hire	18m CTE Z20CH	N/D
Mayes Access Platforms	18m CTE Z20	1
Access Hire Nationwide	14.5m Versalift LAT160	N/D



LARGEST SCISSOR LIFTS

Company	Height & Model	Units in fleet
Riwal UK	32m Holland Lift G320 Megastar	5
AFI	32m Holland Lift G320	5
Mainline	32m Holland Lift 320	2
Hire Safe Solutions	31.5m Holland Lift HL340	5
Nationwide Platforms	26m Holland Lift M250	8
HSS Hire Group	25m Holland Lift HL275	2
Powered Access Services	25m PB S270-24E	1
Height for Hire	24.5m Liftlux 245-25	8
JMS	24.5 Liftlux 245-25	3
Horizon Platforms	21m PB 225-12E	2
Manlift	21m Liftlux 2312	1
KDM Hire	20.5m Liftlux 205-25	N/D
Quick Reach	20.5m PB S225-12ES	N/D
1 Up Access	20.5m Holland Lift 225/24	3
Lifterz	20.5m Holland Lift 225/24	3
Cannon Access	19.5m Holland Lift B195	2
Premier Platforms	19.5m Holland Lift 195/25	N/D
Aerial Platform Hire	19m Liftlux 210-25	2
CWV Access Rental	17m Airo X19LE	2
Elavation	17m Airo X19LE	2
2 Cousins	16m Genie GS-5390	2
Access Plus	16m Genie GS-5390	26
GTAccess	16m Genie GS-5390	N/D
Hird	16m Genie GS-5390	6
Loxam	16m Genie GS-5390	N/D
Platform Sales & Hire	16.5m Holland Lift 165	2
Advanced Access Platforms	15m Skyjack SJ9250	18
Bella Access	15m Skyjack SJ9250	4
Extreme Powered Platforms	15m Skyjack SJ9250	4
Facelift	15m Skyjack SJ9250	32
JPS Tool and Access	15m Skyjack SJ9250	4
LTC Powered Access	15m Skyjack SJ9250	4
LTS Powered Access	15m Skyjack SJ9250	4
Prolift Access	15m Skyjack SJ9250	24
Sky High	15m Skyjack SJ9250	4
Smiths Equipment Hire	15m Skyjack SJ9250	8
Star Platforms	15m Skyjack SJ9250	32
UK Tool Hire	15m Skyjack SJ9250	12
United Powered Access	15m Skyjack SJ9250	30



LARGEST SPIDER LIFTS

Company	Height & Model	Units in fleet
TCA Lifting	50m Palazzani XTJ52	1
Higher Access	41m Teupen Puma 42GTX	2
Clerkin Elevation	40m Ommelift 4200 RBDJ	1
Height for Hire	40m Falcon FS420C	3
Facelift	35m Worldlift FS370	1
Blade Access	34m Teupen Leo36T	2
JMS	34m Teupen Leo36T	1
Lifterz	34m Teupen Leo36T	1
MBS Access	34m Teupen Leo36T	1
Elev8	34m Teupen Leo36GT	1
Manlift	32m Palazzani TSJ34	2
Orion Access	32m Palazzani TSJ34	1
Nationwide Platforms	29m Teupen Leo31T	8
Acrolift	28m Teupen Leo30T	1
Rapid Platforms	28m Teupen Leo30T	1
Highway Plant	28m Ommelift 3000	1
Cannon Access	24m Hinowa 26.14	1
Elavation	24m Hinowa 26.14	2
Extreme Powered Platforms	24m Hinowa 26.14	1
GTAccess	24m Hinowa 26.14	N/D
PG Platforms	24m JLG X26J	1

TOP SPIDER LIFT FLEETS

Company	Units in fleet
Higher Access	205
Height for Hire	100
Nationwide Platforms	99
MBS Access	32
AFI	31
Facelift	28
GT Access	28
TCA Lifting	26
Lifterz AL	22
Loxam	14
JMS	14
Extreme Powered Platforms	14



LARGEST BOOM LIFTS

Company	Height & Model	Units in fleet	Boom type
AFI	56m JLG 1850SJ	2	S
Hire Safe Solutions	56m JLG 1850SJ	2	S
JMS	56m JLG 1850SJ	2	S
Kardon Contractors	56m JLG 1850SJ	10	S
Riwal UK	56m JLG 1850SJ	3	S
Nationwide Platforms	55m Genie SX-180	4	S
Quick Reach	55m Genie SX 180	1	S
Height for Hire	46m JLG 1500SJ	N/D	S
KDM Hire	46m Genie SX 150	N/D	S
Aerial Platform Hire	41m JLG 1350SJP	3	S
CW Access Rental	41m JLG 1350SJP	6	S
HSS Hire Group	41m JLG 1350SJP	2	S
Prolift Access	41m JLG 1350SJP	1	S
Manlift	41m JLG 1350AJP	2	A
1 Up Access	41m Genie ZX135/70	4	A
Advanced Access Platforms	41m Genie Z135	1	A
Loxam	41m Genie Z135	N/D	A
Mainline	41m Genie Z135	9	A
Powered Access Services	41m Genie Z135	2	A
TCA Lifting	38m JLG 1250AJP	1	A
GTAcess	38m Genie S125	N/D	S
Highway Plant	38m Genie S125	N/D	S
Platform Sales	38m Genie S125	1	S
2 Cousins	28m Genie S85	1	S
Bella Access	28m Genie S85	1	S
Clerkin Elevation	28m Genie S85	1	S
Elavation	26m Nifty HR28	10	A
LTC Powered Access	26m Nifty HR28	2	A
LTS Powered Access	26m Nifty HR28	2	A
Premier Platforms	26m Nifty HR28	1	A
Star Platforms	26m Nifty HR28	3	A
UK Tool Hire	26m Nifty HR28	2	A
United Powered Access	26m Manitou 280TJ	3	A
Access Plus	26m JLG 860SJ	3	S
Orion Access	24m JLG 800AJ	N/D	A
Smiths Equipment Hire	24m JLG 800AJ	2	A
Facelift	24m Haulotte HA260 PX	1	A
Cannon Access	24m Haulotte HA26	1	A
Hird	24m Genie Z80/60	7	A
Lifterz	24m Genie Z80/60	4	A
Mr Plant Hire	24m Genie Z80/60	2	A
Sky High	24m Genie Z80/60	2	A

S - straight A - articulated

ATN

PIAF 10E

Built for Rental



- ▷ Working height : 9,92 m
- ▷ Horizontal reach : 3,51 m
- ▷ Zero tailswing
- ▷ LCD diagnostic console

www.atnplatforms.com



COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Employees	Units bought	Units sold
Nationwide Platforms	£35,724,000	26	880	1,835	1,165
AFI	£7,000,000	25	600	500	N/D
Access Hire Nationwide	£6,700,000	3	30	N/D	N/D
CW Access Rental	£5,750,000	17	300	380	120
Blade Access	£5,300,000	5	N/D	17	0
GTAccess	£4,500,000	6	100	250	100
Hire Safe Solutions	£4,250,000	1	12	93	3
Star Platforms	£4,300,000	3	47	397	0
Loxam	£3,500,000	13	105	N/D	N/D
Lifterz	£3,318,293	3	84	255	168
Elavation	£3,175,000	2	35	0	63
Advanced Access Platforms	£2,581,000	2	27	181	18
1 Up Access	£1,982,000	2	38	48	0
KDM Hire	£1,780,000	2	125	N/D	N/D
Powered Access Services	£1,700,000	2	26	44	26
UK Tool Hire	£1,610,000	4	45	54	29
Neon Hire Services	£1,550,000	4	28	180	53
Smart Platform	£1,250,000	5	42	20	8
JPS Tool and Access	£1,130,000	1	25	184	23
Facelift	£1,100,000	6	142	80	N/D
Extreme Powered Platforms	£1,056,000	3	21	12	0
MEP Hire	£1,000,000	10	130	400	50
Platform Sales & Hire	£1,000,000	2	65	N/D	N/D
2 Cousins	£880,000	2	16	52	30
Clerkin Elevation	£829,000	1	5	3	0
TCA Lifting	£826,000	1	6	4	6
Manlift	£820,000	3	14	66	20
Mr Plant Hire	£803,000	3	56	162	20
Premier Platforms	£768,500	2	19	34	9
Hird	£735,000	3	86	0	0
AA Access	£700,000	2	7	1	0
Smiths Equipment Hire	£695,230	11	118	39	18
Aerial Platform Hire	£690,000	2	25	89	10
Cannon Access	£618,000	1	6	23	5
MBS Access	£360,000	1	10	6	3
One Stop Hire	£220,000	12	120	N/D	N/D
PG Platforms	£170,000	1	12	3	0
Mayes Access Platforms	£95,000	1	5	3	4
Acrolift	£45,000	1	3	2	0
RKP	£20,000	1	4	1	4
Prolift Access	N/D	4	69	79	60
A-Plant	N/D	189	3546	N/D	N/D
Outreach Access	£0	4	100	0	1
Elev8	£0	1	30	0	0
Horizon Platforms	£0	2	85	0	0
HSS Hire Group	£0	N/D	N/D	0	0
JMS	£0	3	N/D	0	0
Mainline	£0	N/D	N/D	0	0
Higher Access	£0	9	38	0	0
LTS Powered Access	£0	1	16	0	0
Kardon Contractors	£0	1	2	0	5



PERFORMANCE III S

LIGHTLIFT 13.70

THE NEW STANDARD FOR PROFESSIONAL HIRE



Working height
13,30m

Horizontal working outreach
7,08m

Max rated
Working load 230kg

Compact stabilization area
2800x2800mm

SERIES 2017

Ultra-compact dimensions, length only 3,28m (after detaching platform).



New angular basket, for a better approach to the wall.



Available with one-speed fixed undercarriage, or with two-speed and variable width.



HINOWA S.p.A.
www.hinowa.com - info@hinowa.com
Via Fontana • 37054 Nogara • Verona • ITALY
Tel. +39 0442 539100 • Fax +39 0442 539075

Hinowa® **30** 1987 - 2017
the future is now

DISCOVER THE

NEW MRT2470 P+

Explore the full MRT range. 10 models with 360° rotation and lifting heights from 14m to 32m

Max. outreach
21.50m

23.70m
Max. lift height

Max. capacity
7.0t



NEW BOOM POSITION
AND DESIGN
Increased operator visibility

AUTOMATIC
TRANSMISSION OPTION
Reduce fuel consumption
and improve efficiency

NEW CAB DESIGN
Improved comfort
and greater visibility

NEWLY DESIGNED
COUNTERWEIGHT
Maintains stability
even with a maximum
capacity at 24mtrs

REDESIGNED
STABILISERS
Offering increased
stability and
improved safety

DO MORE WITH **ONE MACHINE**

To find out more contact your local Manitou dealer www.manitou.com

 **MANITOU**
HANDLING YOUR WORLD

TOP 30



Telehandlers

The telehandler market is less specialised than the crane or powered access sectors and it is always tougher to collect data from the many general rental companies that run telehandler fleets. But each year we manage to do a little better and it should be remembered that it is a much younger survey than the other two.

There has been some movement among the leading telehandler fleets during the year. Ardent Hire Solutions - formerly One Call Hire and Fork Rent - remains the largest but only increased the number of units in its fleet by one percent. The big news of course was the demise of fourth place Hewden, with its 970 telehandlers. The company that gained the most from the move was Morris Leslie, which acquired four Hewden locations, spent

£34 million on new equipment, including almost 800 new telehandlers making it the UK's third largest telehandler rental company, up from fifth place last year. A-Plant on the other hand has reported a fall of 200 units, probably due to a statistical error last year when it added the new replacement machines but did not remove the disposals triggered by the new units. UK Forks drops to fourth place, followed by CW Plant some distance behind, in spite of significantly expanding its fleet during the year.

One surprising aspect of the survey is that there has not been a significant increase in the number of 360 degree or heavy duty high capacity telehandlers this year, although compact telehandlers continued to grow in popularity.



TOP 30 TELESCOPIC HANDLER COMPANIES

Company	Total	Fixed	Largest fixed	360°	Largest 360°	Compact	Heavy duty	Main brand	Depots	Employees	Investment	Units bought	Units sold
Ardent Hire Solutions	3,466 ▲	2,857	20m	40	32m	555	14	JCB/Manitou	14	300	£0	0	0
A-Plant	1,900 ▼	1,500	18m	0	0	400	0	JCB	189	3,546	N/D	N/D	N/D
Morris Leslie	1,728 ▲	1,524	20m	0	N/A	204	0	JCB/Manitou	13	180	£34,000,000	790	220
UK Forks	1,708 ▲	1,416	20m	58	35m	227	7	N/D	9	164	N/D	N/D	N/D
CW Plant Hire	840 ▲	631	20m	0	0	209	0	JCB	17	300	£4,000,000	115	75
Hessle	622 ▼	525	18m	29	32m	50	18	Manitou	4	40	£0	0	0
Plant Hire UK	575 —	550	20m	0	N/A	25	0	JCB	1	N/D	N/D	400	N/D
Nixon Hire	410 ▲	348	17m	0	N/A	62	0	JCB	13	475	£9,000,000	163	51
B&T Plant Hire	390 —	338	20m	0	N/A	52	0	JCB/Manitou	2	32	N/D	48	18
Hawk	385 ▲	360	20m	0	N/A	25	0	JCB	5	500	N/D	N/D	N/D
Jarvie Plant	360 —	250	20m	25	30m	80	5	Manitou	6	140	N/D	N/D	N/D
HE Services	320 ▲	250	N/A	0	N/A	70	0	JCB	10	150	N/D	195	27
Chippindale Plant	269 ▼	269	18m	0	N/A	0	0	JCB	9	115	£0	0	0
Selwood	235 —	185	17m	0	N/A	50	0	Merlo	29	420	N/D	N/D	N/D
Boles Hire	210 <small>NEW ENTRY</small>	145	20m	26	25m	39	0	Manitou	1	9	£4,550,000	88	14
Greenwood	210 ▲	125	17m	75	30m	10	0	Merlo	4	N/D	N/D	N/D	N/D
GPT	195 —	170	17m	25	21m	0	0	Manitou	10	100	N/D	N/D	N/D
GAP	180 —	130	18m	0	N/A	50	0	JCB/Manitou	130	1,400	N/D	100	N/D
Huntley Plant	176 ▲	142	18m	15	35m	8	11	Manitou	2	22	£523,000	5	0
AFC	150 —	150	17m	0	N/A	0	0	JLG/JCB/Genie	1	20	N/D	N/D	N/D
Lynch Plant	135 ▲	85	20m	1	26m	49	0	JCB	5	500	£300,000	57	42
M&J Hire	133 ▲	105	18m	0	N/A	28	0	Manitou/JCB	12	145	£2,000,000	45	17
Mervyn Lambert Plant Hire	100 —	80	17m	0	N/A	20	0	JCB	4	250	N/D	40	N/D
Emmitt Plant	99 —	80	17m	9	16m	10	0	JCB	9	25	N/D	N/D	N/D
Hampshire Plant and Access	87 <small>NEW ENTRY</small>	2	N/D	0	N/A	85	0	Manitou/JCB	3	39	N/D	N/D	N/D
Mainline	50 <small>NEW ENTRY</small>	44	17m	0	N/A	6	0	Bobcat	N/D	N/D	N/D	N/D	N/D

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same
N/A Non applicable N/D Not disclosed

KLUBB, VAN MOUNTED AERIAL PLATFORM SPECIALIST

K42P > 15 m



K38P > 14 m



K32 > 13 m



K26 > 12 m



K21 > 9 m



Visit us at
ICUEE SHOW 2017
October 3-5, Louisville
Kentucky (USA)
@ Stand #N2225
SEEKING DEALERS

INNOVATION AT ITS HIGHEST LEVEL

KLUBB aerial platforms combine reliability, performance and innovation.

The current KLUBB range of platforms mounted on van, with working heights ranging from 9 to 15 metres. The KLUBB range is compatible with most van types and models.

Our design team of ten full-time engineers draws on the strength of 16 years' experience in the aerial platform market. They have developed the KLUBB range by listening to customers and providing them with products that excel at working at height.

With our commitment to providing the highest standards of customer care, our clients benefit from the very best after-sales support worldwide.

We want to expand our growing network of professional dealers. If you believe that you can offer the high standards expected of the world's finest van-mounted platform dealer network then we would like to hear from you. Professionalism, reliability and a passion for customer service are all prerequisites.

Contact us:

Tel : +33.1.60.95.12.47

Email : contact@klubb.com

Website: www.klubb.com



**GREEN PACK
TECHNOLOGY**

KLUBB

www.klubb.com

Spiders still climbing

Over the past 10 years the attitude towards the spider crane has changed enormously - particularly from crane companies operating the large mobile cranes. Gone is the 'it's only a toy' mentality as an increasing number of users throughout the western world, now realise that the spider crane can go head to head with much larger cranes and are equally well designed and built - just much more compact. This shift in perception has helped boost spider crane popularity with sales growing year on year as companies find an increasing range of uses for them. We take a look at the latest developments in the sector.

In the Cranes & Access Top 30 UK rental companies of 10 years ago there were only three companies with a sizeable spider crane fleet. Two of the three were the distributors of the main manufacturers - Unic GGR and Hire Maeda - with all three having a combined total of around 100 cranes. In the early days it was a hard slog to convince crane rental companies of the benefits of this type of crane, and without ready availability there was no

chance of any significant uptake among contactors. As more end-users realised how their compact dimensions, low weight and rubber tracks allowed them to set up much closer to the lift and therefore compete with much larger and more expensive cranes, it created more demand and the popularity tide started to turn.

In the C&A UK/Ireland rental fleet survey last year just the top 10 crane rental companies ran 250 machines with many more companies having the odd one or two in their fleet. This year that figure is set to increase again. One of the faster growing participants in the UK is Lift Mini Cranes which looks set to increase its fleet by more than 60 percent to more than 40 units. The sector is very busy but according to Lift's crane manager Kevin Conception, the industry is



Spider cranes are becoming more popular year on year



A Unic URW-506 mini spider crane installed a giant slide in the heart of the Trinity Shopping Centre in Leeds. The three tonne capacity, 16 metre lift height crane lifted the preassembled structure which weighed 1,000kg upright and manoeuvred it onto the pre-installed fixing points.

"getting very competitive and more safety orientated with detailed planning even more critical."

Another trend is that lifting capacities are increasing allowing more varied applications to be tackled with the spider cranes. In last year's spider crane feature (September 2016 issue 18.6) we asked the question 'Can the Japanese manufacturers - Unic and Maeda - remain dominant?' This is even more interesting this year as there have been several developments both from the two main Japanese manufacturers and their main European rivals Jekko and more recently Brennero with its BG

Lift brand. The two cultures clash head on with the Italians expanding their ranges with rapid new product and concept development and a strong appetite to experiment.

Japanese philosophy

As with all things made in Japan, the philosophy is 'get it right, no matter how long it takes'. This explains why Japanese products have a reliability second to none but it also means new product development can be very slow and unable to keep pace with rapidly changing trends and demands unlike the majority of Italian manufacturers.



A Maeda MC285 using a vacuum lifter to install a large pane of glass into a hotel in Birmingham

However, over the past 15 years Maeda and Unic have dominated the market, in spite of the massive increase in the total number of cranes sold. But most of the growth has come from outside their home market of Japan, primarily in Europe but also in North America - both of which look set to continue to grow - and also helped by a predicted expansion in the Middle East and Australasia. Yet despite the growing global awareness and increasing sales, the number of manufacturers of spider cranes remains small with only Brennero Gru, based near Verona in Northern Italy entering the fray in recent years.

Italian design

Rather than just copying the already successful Japanese spider crane design, the Italian duo have gone about it in a different way. If we use a sports car layout, with the crane's slew ring representing the engine, the Japanese cranes would be a Porsche 911 with its engine at one end hanging out over the rear axles with the whole chassis being structural and the outriggers from each corner. The Europeans would however be like a mid-engine sports car - such as a Ferrari - with the slew ring mounted in a central structural tub with cruciform X shape outriggers resulting in the rest of the chassis being non-load bearing and therefore able to be lighter.

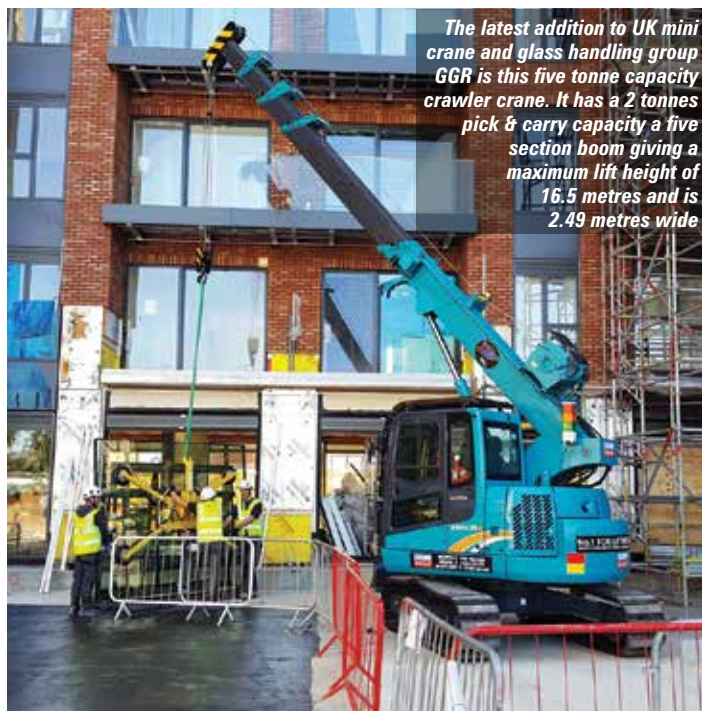
In the car world, both of these designs and cars work brilliantly

and so it seems with spider cranes. However the larger the crane the greater the benefit of the centrally mounted slew ring in terms of lower weight and versatility. Last year in C&A we compared Jekko's new the 7.5 tonne SPX1275 with the traditional Japanese style eight tonne Maeda MC-815 and the six tonne Unic URW-706. The Jekko had a more compact outrigger spread both in its minimum and maximum positions. And it is able to pick & carry two tonnes - a feature only just gaining traction among the larger Japanese spider cranes.

A changing market?

In spite of the increasing popularity of these small cranes, are we likely to see the concept superseded by an alternative design - one that provides a lot more lift capacity from a similar footprint? Go anywhere tracked chassis have been a popular base for many products attracting various superstructures such as mini excavators, dumper bodies, scissor lifts and articulated loader cranes.

All these have found some level of sales success, driven by specific applications. However both Jekko and Brennero Gru have launched new products which are essentially standard articulated loader cranes mounted on a tracked chassis. Those producing this type of crane believe the concept is the future of the small tracked crane and will take over from the current traditional design.



The latest addition to UK mini crane and glass handling group GGR is this five tonne capacity crawler crane. It has a 2 tonnes pick & carry capacity a five section boom giving a maximum lift height of 16.5 metres and is 2.49 metres wide



Currently Unic and Maeda dominate the spider crane market - but is this about to change?



BG Lift's CWE 525

"The mini crane culture is taking an important step towards articulated cranes to present an innovative product that is simple to use, within reach of a wider market that is continuously searching for new solutions, in particular in the area of maintenance and service, in increasingly complex logistical and environmental contexts," says Jekko chief executive Diego Tomasella.

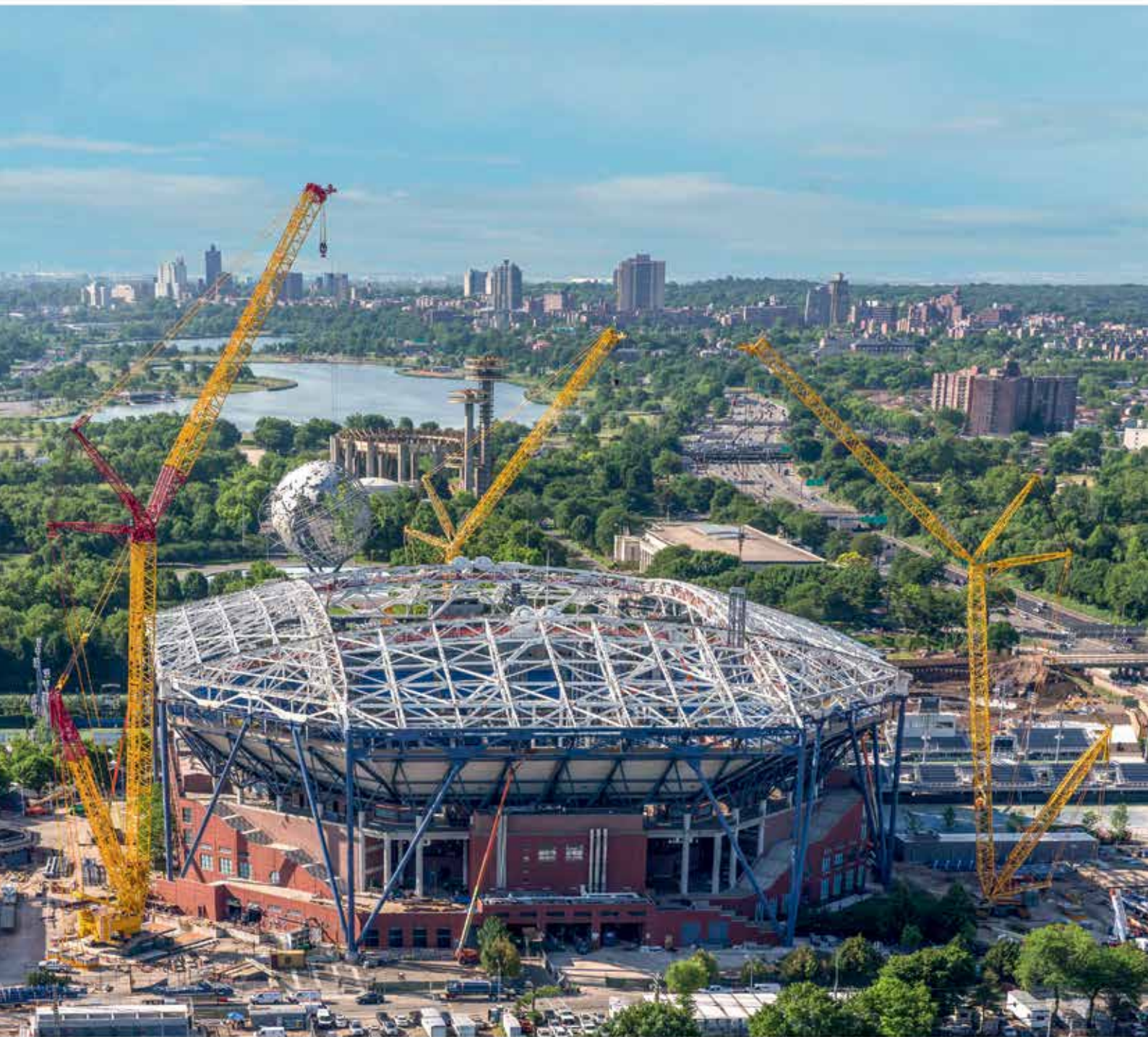
Specialist tracked loader cranes have been around for many years, especially at the smaller end from companies such as Kegiom or Hoeflon, but one of the first larger models using an articulated loader crane was launched in 2010 by German rental and engineering company Wemotec which teamed up with Palfinger to produce a new 'long boom specialist spider crane'. However Jekko and BG Lift are now offering off the shelf/ series produced models.

The Wemotec SMK320.67 (SMK stands for Spezial Montage Kran or special installation crane) had compact stowed dimensions with an overall length of 4.87 metres, an overall width of 1.75 metres and an overall height of 1.98 metres. Yet with outriggers deployed it boasted a 32 metre hook height and 6.7 tonne maximum lift capacity. Its articulated boom had two main booms, with over-centre articulation plus a telescopic jib making it amazingly versatile for reaching difficult areas. It also gave a remarkable outreach of 29 metres. A four axis manipulator arm was also integrated into the boom design for use with an RSJ steel beam grab or vacuum glass handler, allowing a 1,000kg glass panel or beam to be installed overhead or into difficult positions.

New range from BG Lift

Six years later Brennero Gru unveiled its new mini crane range

Experience the Progress.



LR crawler cranes from Liebherr

- Top capacities in all lifting classes
- Variable boom systems for diverse requirements
- Efficient application due to optimized transportation components
- Comprehensive comfort and safety features
- Worldwide customer support by manufacturer

Liebherr-Great Britain Ltd.
Normandy Lane, Stratton Business Park
Biggleswade, SG18 8QB
Phone: +44 1767 60 21 00
E-mail: info.lgb@liebherr.com
www.facebook.com/LiebherrConstruction
www.liebherr.co.uk

LIEBHERR



Mini crane hire specialists UK wide



- Spider crane hire
- Lifting attachments
- Contract lifts
- Lift Supervisor/ Slinger Banksman



Call us today:
0845 128 8911 – HIRE DESK
 or email us on office@liftltd.com
www.liftminicranehire.co.uk



BG Lift's T250 3.5 tonne truck mounted crane has a maximum capacity of 2.5 tonnes

which included two traditional spider cranes - the 2.5 tonne M250 and three tonne M300 - and the CWE 465 and CWE 525 articulated loader cranes mounted on a crawler chassis.

The company has been producing the CWE 525 - which uses an Effer articulated loader crane - for several years. Recently it added the CWE 525 RT to its line-up which has a wider and heavier chassis for more stability. Although not a spider Brennero Gru also has the interesting T250 truck mounted crane which uses a four section main boom with three section hydraulic jib giving a maximum capacity of 2.5 tonnes. Maximum hook height on the main boom is 12.85 metres where it can manage 1,250kg, with the jib it is 16.3

metres at which point it can lift 650kg. Maximum radius is 8.43 metres or 12.85 metres with jib. The truck chassis and crane have a total weight of 3,150kg and the jib adds a further 210kg so just coming under the 3.5 tonne GVW limit.

At the moment BG Lift's key products are probably the M300 and M250 spider cranes, as they are similar to the more popular cranes offered by Maeda and Unic. However as already discussed, they have a centrally positioned slew ring with outrigger legs attached to the central 'tub'. The three tonne M300 articulated crane features a two section, four metre long main boom with a 5.7 metre tip height which can lift 2.5 tonnes. With the boom horizontal maximum radius is 3.2 metres at which it can lift 1,400kg.

TVH PARTS
 TVH PARTS NV
 Brabantstraat 15 - 8790 Waregem - Belgium
 T +32 56 43 42 11 - F +32 56 43 44 88 - info@tvh.com - www.tvh.com



The BG Lift M250 has a centrally positioned slew ring with outriggers from the centre



Adding the three section 195 degree jib enables it to lift 670kg to nine metres height or up to seven metres radius. The longer four section boomed, 2.5 tonne capacity M250, can lift 1,250kg to almost 11 metres and will be available with or without the jib. All machines can be fitted with optional winches.

Jekko launches new models

Over the past five years Jekko has expanded annual production from 80 cranes to a projected 250 this year with aims to reach 400 by 2019. A new facility in Colle Unberto to the north of Treviso has helped, but also the introduction of new machines. Future expansion will owe a lot to its new tracked articulated loader crane helped by loader crane manufacturer Fassi taking a third stake in the



The Jekko JF545 also is available with a platform attachment



The Jekko JF545 features a six section main boom and six section jib maximum radius of 28.1 metres with 600kg capacity

company last year. Jekko believes that in five to 10 years' time this type of crane will be the most popular.

Three models have been launched, the largest, the 15.5 tonne JF545 will be followed by the JF30 and JF40. The JF545 features a six section main boom and six section jib maximum radius of 28.1 metres with 600kg capacity. Maximum lift height is 30 metres with 500kg. Stowed dimensions are 5.45 metres long by 1.84 metres wide and 2.75 metres high - slightly longer

and higher than the BG Lift CWE 525 (5.05 x 1.85 x 2.6metres) but it does have a one tone capacity advantage. .

It should be remembered that the largest capacity spider crane is the 10 tonne Unic URW 1006, which although it has a similar 30.7 metre lift height and 1.5 tonne pick & carry capability, is 6.06 metres long and two metres wide with an overall height of 2.46 metres, but is the lightest of the three weighing 14 tonnes against the 15,200kg CWE 525 and the JF545 which is



One self propelled solution from start to finish
 Double extended deck for tool kits and materials
 Multi Terrain use, with exceptional ground clearance.

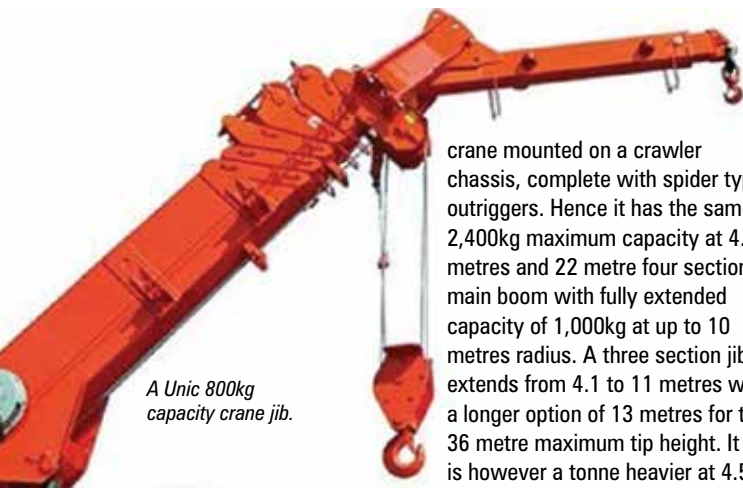
ELEVATED THINKING.

DRIVE TO POSITION, WITHOUT DISEMBARKING.

The Leonardo HD is without doubt the most work time productive driveable lift platform available on the market today.



WWW.BRAVI-PLATFORMS.COM



A Unic 800kg capacity crane jib.

heaviest at 15,500kg. They may be relatively compact in transport mode but they are sizeable machines. Both Italian cranes have an optional electric motor and access platform attachments, giving working heights of more than 30 metres.

Attachments add to versatility

There are numerous attachments that can be used with spider cranes such as searcher hooks and articulating jibs for increased lift height and radius allowing the cranes to take on more challenging jobs.

A searcher hook can be used where headroom is limited or when a load needs to be placed as close to a ceiling as possible by eliminating the metre or so taken up by the suspended hook and anti two-block mechanism. The attachment has a hook end fixed onto a crane's boom which is ideal for suspending a vacuum lifter or other below the hook equipment. Searcher hooks such as those from Unic have capacities up to 800kg and can be offset to ensure more precise placement of a load.

An increasingly wide range of jibs and extensions are now available, which not only offer greater height and radius but have substantial offsets or luffing capability for reaching over obstacles. The Unic URW-1006 for example has a 1,000kg capacity jib option, which increases the lift height to 30.7 metres.

New introductions

German aluminium crane manufacturer Böcker has delivered several of its new RK36/2400 spider cranes, the unit is essentially the top from its 36/2400 trailer

crane mounted on a crawler chassis, complete with spider type outriggers. Hence it has the same 2,400kg maximum capacity at 4.5 metres and 22 metre four section main boom with fully extended capacity of 1,000kg at up to 10 metres radius. A three section jib extends from 4.1 to 11 metres with a longer option of 13 metres for the 36 metre maximum tip height. It is however a tonne heavier at 4.5 tonnes, but being on tracks with 25 percent gradeability it can travel over rough terrain and up and down steps etc. The RK36/2400 can lift 250kg to a radius of 23 metres, or a very useful 500kg on the jib at a radius of almost 17 metres.

An electric power option is available giving the same performance without the noise and emissions. The Böcker crane can also be specified with an aerial work platform and various attachments. This is a sizeable piece of kit however, with an overall length of 8.44 metres, width is 2.11 metres and height 2.82 metres. Its maximum outrigger footprint of 5.4 x 5.4 metres is however relatively compact and it is relatively light. One of the first to be delivered was to UK based Lift mini cranes which says that it has been a hit for on/off-road jobs and thanks to its 36 metre reach.



The Böcker RK36/2400



The Böcker RK36/2400 working in a restricted area with an access platform six storeys high

A new five tonne mini crawler

The new Maeda five tonne CC985S-1 mini crawler crane is

now available after being unveiled at Vertical Days this year. The crane which can pick & carry two tonnes has a 16.5 metre boom,

The new Maeda five tonne CC985S-1 can pick & carry two tonnes



Two Unic URW-295's and a Maeda MC305 working together to lift a heavy beam



LIFT ANYWHERE YOU NEED

MINI CRANES
MINI PICKERS
TELE-CRAWLER CRANES
ARTICULATED CRAWLER CRANES
VACUUM & TOOLS



rear view camera and seven inch multi-monitor as standard. With no outriggers it has a small working footprint and is powered by an EU Stage 3B/4B compliant engine the optional jib increases the lift height to 20.2 metres. Features include fully enclosed air conditioned cab with link slide door, minimal tail swing, a two speed winch, hydrostatic transmission, hydraulic disc brakes and automatic five section pentagonal boom.

Maeda MC815C deliveries

The first Maeda MC815C to reach Europe, has been delivered to Lift Mini Cranes in the UK. The eight tonne spider crane was supplied with a 1,000kg searcher hook and the 1,500kg capacity hydraulic two section jib taking the maximum tip height to 27 metres. The MC815C has a 19.6 metre pentagonal boom, new 10.4 inch multi-function touchscreen monitor and 1,000kg pick & carry capacity. Also new to



The first Maeda MC815C to reach Europe, has been delivered to Lift Mini Cranes in the UK



A Unic working at Norwegian Air Shuttle

this model is the Technos 2 radio telemetry system, joystick controls, auto levelling, auto crane stow and an EU stage 3B compliant engine. The first MC815C in Sweden has been delivered to Krankungen in Stockholm, its 10th Maeda crane.

Second generation Unic

The first new second generation six tonne, Unic URW-706-2 spider

crane to arrive in the UK has been purchased by Coppard Plant. Based on the standard URW-706 it features a new hydraulic searcher hook, a two section telescopic luffing jib that can offset up to 60 degrees providing a maximum hook height of 26 metres, and three metres more working radius. The cranes can be operated from either the operator's seat or via a remote controller.



Construction workhorse

C&A heavy duty scissors

The Rough Terrain scissor lift is the workhorse of the cladding and sprinkler trades. Their simple and rugged origins made them ideal for jobs requiring plenty of space or platform capacity. We take a look at recent developments and products in this important market sector.

From its simple, lightweight, two-wheel drive beginnings in the 1970s the Rough Terrain scissor has developed over the years into more sophisticated versions of the original with working heights up to 33 metres, large platforms and a range of features, including dual powered extensions, four wheel drive and steer and a choice of diesel, electric and hybrid drive variations. In spite of all this, they essentially do the same job - provide a go anywhere lift with a large, stable and safe working area at height.

The sector is roughly split into two with large heavy duty and narrow models from Holland Lift, PB Liftechnik and now AB Lift - the reincarnation of H.A.B which went into administration in 2014 - and the lighter, mass market machines supplied by Genie, JLG, Skyjack, Haulotte, Snorkel, Iteco, Dingli, Airo and ATN etc...

The heavy-duty scissor manufacturers build niche models, both Rough Terrain and narrow

aisle models, with working heights generally running from 16 to 33 metres, starting where the lighter duty models tend to stop. The lighter machines - both compact and full size - tend to cover three key working heights 10, 14 and 17 metres. The larger models all offer large double deck extensions, levelling jacks and excellent gradeability but without the platform capacity or rigidity of the heavy-duty models. But then they are a good deal lighter, easier to move around and considerably less expensive.

Heavy duty popularity

The market for the heavy-duty narrow electric machines is driven by the growth in the number of high cube warehousing initially in the Benelux region, then spreading through Germany and now most of Europe. With demand outstripping supply - even with additional capacity coming on stream - the three main manufacturers are failing to keep up, in some cases customers are waiting almost a year



longer than originally quoted.

Because of this, those rental companies that already have units in their fleet, are refurbishing and rebuilding them. Last year in the UK, Nationwide Platforms refurbished a number of its older Liftlux scissor lifts. The complete strip-down and rebuild of the 68ft Liftlux SL205-25 and 86ft Liftlux SL260-25 2.5 metre Rough Terrain lifts included shot blasting and re-painting all structural parts, as well as installing new engines, generators and control boxes. While refurbished machines may look like new, they obviously lack some of the latest technological developments. In the case of big scissor lifts this might include auto levelling, on-board diagnostics and hybrid power packs.

Each of the three, heavy-duty scissor lift manufacturers are

experiencing their own challenges at the moment. Market leader Holland Lift recently saw the departure of managing director Eline Oudenbroek who managed to put the company back on track in terms of product range focus, greater innovation and increased production capacity. However the strategy of building a wider international distribution network meant that customers in the company's core markets did not see a reduction in lead times. Here interim replacement Rik van Sonsbeek, who had been working with the company as a consultant, is hoping to see the company achieve shipments of 400 large scissor lifts a year.

PB Liftechnik and AB Lift both have a considerably lower production output even when combined. In spite of the lower volumes they are



The JLG 430 LRT has a working height of 15.11 metres and 568kg capacity



One of Nationwide Platforms' Liftlux machines undergoing a complete refurbishment

YOUR NEW, AFFORDABLE WORKHORSE



EVERYTHING YOU WANT IN A 8 M SCISSOR LIFT.

Meet your go-to rental machine. The new 1932R was designed with reliability, serviceability and affordability in mind. This workhorse of a scissor lift features an all-steel swing out tray, improved battery charger and strategically placed components for quick and easy maintenance. While active pothole protection provides optimal ground clearance when you need it. All of this, and more, at an affordable price.

Learn more at www.jlg.com

The JLG logo is displayed in a bold, white, italicized sans-serif font against the orange background.

Two of AB Lift's larger narrow scissors - the S320 and S280-12E4WDS



22ft S2255RT and 27ft S2755RT - earlier this year. These are based on units first built in New Zealand and launched in 2006 for customers in Australasia wanting a narrower width machine easily transported on a tandem trailer. With growing interest in Europe, and in particular Germany following a few sales some years ago, the company is now selling them across Europe and the Middle East, and may start production in the UK. The S2255RT has a platform capacity of 420kg and the S2755RT

300kg. Gradeability is 35 percent and overall weight 2,360kg, and 2,580kg respectively, including a 1.2 metre deck extension, large non marking tyres, long stroke levelling jacks with auto level and oscillating axle - all of which is standard equipment - making them light enough for a standard two axle trailer towed behind a van or 4x4.

Genie RTs

Genie has been tweaking its line-up of six Rough Terrain scissor lifts, which runs from 26ft compact bi-energy models to its 53ft GS5390RT. Changes have included improved traction control, a reduction in the different parts and components used to improve commonality, a move towards hybrid and all electric compact Rough Terrains and new streamlined and standardised scissor lift maintenance regimes that extend some service and inspection intervals while condensing six service manuals into one.

JLG

JLG upgraded its largest Rough Terrain scissor lift range the 53ft 530LRT and 43ft 430LRT, with a number of improvements including all steel component covers and improved electrics, but has generally been quiet in terms of major RT scissor lift development. However earlier this year it showed a new scissor proximity sensing system - the No Touch Enhanced Detection System - which uses advanced infrared technology to sense when an object or structure is close, flashing lights and an alarm warn the operator as the platform approaches a structure or obstacle, and then stops the machine restricting the controls to the opposite function of what caused the alert, unless the operator overrides the system to inch closer to complete the work. The system automatically resets when clear of the obstacle. It is aimed at applications near delicate structures such as aviation or for working in areas with a series of overhead obstacles. It can also be used as a simple overhead protection/secondary guarding system.

A dual charger solution

Italian manufacturer Airo's largest RT scissor is the 56ft XL19 RTD offering a 19 metre working height with double deck extension with 500kg capacity across its extended decks. Airo together with its UK distributor Aerial Handling Solutions have devised a solution for charging issues in the UK for the XL19's big 775AH battery pack. The two large 24 volt traction batteries use a three phase 80 amp charger, which manages to take the batteries

from 20 percent - as empty as you might get on a modern scissor lift - to fully charged in nine hours or overnight in the real world. However most construction sites either do not supply or will not allow three phase 415 volt equipment to be used. This is the real issue that shows no signs of resolution, leaving it to manufacturers or rental companies to find a 'solution'.

As a result of



PB's latest model is the Top 19 series which has working heights from 12.85 to 18.1 metres

all often struggling to meet delivery dates, probably due to the long lead times making exact dates a challenge to get right.

PB gear up

In order to keep pace with demand, PB added a new production assembly hall at the end of last year, at its facility in Oberbechingen, Southern Germany. The aim was to reduce bottlenecks to increased production, while adding offices for the manufacturing, engineering and design teams. The company hopes that by bringing them together it will encourage the two teams to work closer together and help boost productivity.

The company has also launched a new model this year, the PB Top 19 series - which has a modular chassis design with a range of configurations, including two or four wheel drive both with fixed or oscillating axles. Five different scissor stacks provide working heights of between 12.85 and 18.1

metres and capacities ranging from 500 to 900kg making up 15 different model variations all with an overall width of 1.93 metres, an extended deck size of 6.36 by 1.88 metres and battery electric power.

Dropping the H

AB Lift might sound like a new kid on the block, but it is a reincarnation of German manufacturer H.A.B which ran into financial difficulties in 2014 that put it into administration. The company is still run by Andreas Becker, with daughter Tatjana as general manager, but now it is working in close partnership with its Dutch dealer Collé Rental & Sales, which is now its master distributor, taking this year's entire production run of 120 machines. These are destined for sales all over Europe (see HWS Rental UK interview page 45) as well as the Collé rental fleet.

Compact alternatives

Among the lighter mass market machines, Snorkel launched two new 1.45 metre wide models - the



Snorkel has recently launched two new 1.45 metre wide models - the 22ft S2255RT and 27ft S2755RT (above)



Genie has been tweaking its line-up of six Rough Terrain scissor lifts



JLG's 53ft 530LRT is its largest Rough Terrain scissor

heavy duty scissors C&a

customer feedback Airo is now offering dual on-board chargers, the standard 415 volt three phase unit and a single phase charger that can be used on a conventional 110 volt/32 amp supply. The rental company can easily configure the charger to be used at the start of the rental contract. The downside is that the 110V charger takes 30 to 40 percent longer to fully recharge, fine for 'nine to five' schedules, but not exactly overnight for more intensive or double shift operations.

Tracked alternative

Another possible alternative to the RT scissor is the tracked scissor. Italian

manufacturer Almac has expanded the top end of its Building Line (BL) tracked scissors recently unveiling the 33ft Bibi 1270-HE and the 39ft Bibi 1470-HE with working heights of 12 and 14 metres respectively. Both machines differ from Almac's smaller models levelling on two position jacks rather than from the tracks - which can level the machine up on slopes of up to 15 degrees. They can also work free on tracks and can drive at up to six metres and can then lift to a working height of 10 or 12 metres with inboard jacks and to their full heights with jacks rotated to a slightly wider position.

Both machines have a 300kg capacity and measure 3.05 metres long by 1.15 metres wide. The 1470-HE weighs 3,380kg with the 1270-HE 200kg lighter. A Bibi 1270-HE Light version is also available weighing 2,880kg.



Airo's two charging plugs - either 415 (red) or 110/32amp (yellow)



An alternative to the wheeled RT scissor is a crawler scissor such as this Almac Bibi 850-HE

Titans to the rescue

The Rough Terrain scissor market also includes some alternatives that do not use a conventional scissor stack, such as the Speed Levels from Snorkel and Mec and the Mec Titan boom. Two specially adapted Titan 60S machines have been working underneath a bridge project in the North West of England. Supplied by Nationwide Platforms the Titans were required to install more than 200, six metre long drainage pipes, connecting the road drainage gully's underneath the bridge deck. The lifts had to work between the bridge beams and their 1.9 metre centres, at heights of up to 20 metres.

Unfortunately the Titan platform is 2.28 metres wide, so Nationwide worked closely with Mec, to develop a reduced guardrail width of 1.6 metres. With an outreach of 14.6 metres, and a 1,350kg platform capacity, the Titan 60S was able to lift a number of the heavy pipes at a time, its ability to telescope also reduced the time spent repositioning the machine, while a bespoke material handling attachment helped reduce manual handling and make pipe positioning and fixing easy. The Titan was one of the few platforms capable of carrying out the work. The alternatives, such as scaffolding, would have been far more costly in terms of labour and time.



Machines such as the Mec Titan 60S boom have good platform capacity as well as outreach

REAL PARTS PEOPLE

We make it our business to understand your business. Our experienced team will work with you and your team to determine the best parts solution for your rental fleet... whether it's arming your engineers with a individually stocked PARTS PAL carry-case of fast-moving parts or installing an onsite Parts Management System throughout your depot network.

We love to solve parts problems, just get in touch...



We Make Buying Parts Easy

0845 108 4000 | ipspartsonline.com

Next Day Delivery | All Major Brands | Technical Assistance



Game set and match to Genie

Two Genie GS-4390 RT scissors are helping with extension works at the Roland-Garros tennis stadium in Paris, France. The two-part project involves fitting the 15,000 seat Philippe Chatrier centre court with a retractable roof to cater for the variable weather conditions, and the construction of a new tournament organisation building just a stone's throw away.

The scissors - from Pas-de-Calais rental company Duma Rent France - have been supplied to ASF Façade Alu which was looking for high capacity, four wheel drive scissors with double deck extensions that could reach up to four storeys. They are currently being used to line up and install 300 windows, each weighing 100kg.

The Genie GS-4390 RT at Roland-Garros tennis stadium in Paris



Restoring the Panorama Mesdag

The Panorama Mesdag is a large 360 degree painting of the sea, dunes and fishing village of Scheveningen in the Netherlands as it was in 1881.

The cylindrical painting, more than 14 metres high and 120 meters in circumference, was painted by Hendrik Willem Mesdag and friends.

The massive painting is currently being cleaned, with three restorers working from a specially made, big deck Holland Lift scissor lift, based on a Type A146 from 1987. The scissor lift runs on rails just inside the cylindrical painting - or cyclorama. Both the chassis and platform on the canvas side are curved so the whole platform is a constant distance from the canvas as it moves around. This reduces the risk of damage from any sudden platform movements, allowing the restorers to concentrate on their work.



The specially adapted Holland lift scissor runs on rails around the 120 metre painting circumference



Painting restorers at work

The ultimate answer to overall efficiency



↑ 16 m ↓
↑ 19 m ↓
2 m
IN DOOR
OUT DOOR
750 kg
550 kg

ELEC TRIC
DIE SEL
HY BRID
2WD
4WD
SWING AXLE
230V
EASY LUBE

Holland Lift presents its new smart models: HL-160 and HL-190. The concept is designed for tailored efficiency. A modular system with various options: 16 or 19m high, electric, diesel or hybrid; the base of the machine always remains the same. These scissor lifts have attractive exploitation costs and a high return on investment. And whatever configuration you choose, Holland Lift quality, safety and durability are as always part of the deal.

HOLLAND LIFT

innovation at great height

Holland Lift International bv
t: +31 (0) 229 285 555
e: info@hollandlift.com
www.hollandlift.com

mighty



BUILT SMALL YET

Ideal for low-level interior applications, the compact and durable **Snorkel™ S3010E** mini scissor lift delivers maximum performance. Weighing just 495kg, this 3.0m self-propelled lift can be used on raised access floors, and is easy to manoeuvre thanks to intuitive 'point and go' joystick controls and a zero inside turning radius – perfect for working in confined spaces and narrow aisles. Efficient direct electric drive delivers long duty cycles between charges and the robust and reliable design results in low operating costs, and high utilisation.



Snorkel S3010E

COMPACT SIZE WITH BIG RESULTS.

For more information call **Snorkel™**
on +44 (0)845 1550 057 or visit www.snorkellifts.com

Snorkel™

Exploring the niche

The success of any new business is obviously helped by the general state of the economy and the activity in the sector at the time. Dutch access rental company HWS recently launched HWS Rental UK to specialise in narrow, heavy duty scissor lifts and hybrid booms. The new venture has entered the UK market at an optimum time, with manufacturers, rental companies and contractors all enjoying a very busy, sustained period of demand. Mark Darwin spoke managing director Tim White to find out more...

Tall, narrow electric and diesel powered scissor lifts are a niche product sector that has seen a growing popularity over the past 10 years or so, mainly to satisfy the specific demand for the construction of high cube warehousing and the installing of high racking systems, spurred on by growth of internet purchases. However, according to Tim White, the growing acceptance and use of powered access platforms is also helping expand demand for these machines.

"More people are now aware of the range of access equipment available and this is helped by the



Tim White

excellent economic climate and Working at Height legislation," he said. However, in spite of the large amount of work there is a surprisingly large variation in rental rates and return on investment. "You can buy a 19ft scissor for £6,000 while a JLG 450AJ costs £30,000, five times the purchase price but you will only get twice the rental rate!"

Typically the best returns to be found in 'niche' sectors such as spider lifts or tall, narrow heavy-duty scissors - the one area where HWS UK is concentrating.

Internet driven

While HWS Rental UK is managed by White, the ownership is shared with ex Riwal colleagues and HWS owners Dick Schalekamp, Allard May and Coert Nodelijk.

"We worked together at Riwal between 2009 and 2012 and are



all partners in the new UK venture which will primarily focus on the long-term rental and sales of large electric scissor lifts and hybrid booms," says White.

"I think there is a real opportunity in the UK market for renting scissor lifts with working heights over 22.5 metres because of the increasing demand for internet storage and distribution facilities which are growing in height and using taller racking systems."

To this end, HWS has formed a partnership with Dutch sales and rental company Collé - which has acquired the European master distributorship for German large scissor and boom lift manufacturer AB Lift - previously HAB. As part of the deal it has taken its entire production capacity for the next 18 months - roughly 120 machines in total.

As AB Lift's preferred supplier for the UK, HWS Rental UK has access to the full range of AB Lift products - but primarily its large narrow electric scissor lift with working heights from 22.5 to 32.63 metres with overall widths of 1.25 and 1.39 metres respectively. HWS also offers the machines for sale or rental.

Market size

"The size of the big scissor fleet is difficult to estimate as they tend to follow contractors and jobs around Europe" says White. "Total



There is a high demand for tall narrow scissors in the UK

heavy duty scissors C&a

production from the only three manufacturers - Holland Lift in the Netherlands and PB Lifttechnik and AB Lift in Germany - is perhaps 500 a year, with demand outstripping supply."

All three of the heavy-duty scissor lift manufacturers are struggling with producing enough machines and meeting delivery times. Collé however has tried to manage this situation by ordering 120 large scissors for delivery over the next 18 months. This means that at any one time, Collé will either have machines in stock or well progressed production slots, allowing HWS to supply machines more rapidly.

HWS UK has initially decided to concentrate two specific models in the AB Lift range the 68ft/1.25 metre wide battery electric S225-12 E4WD which offers a 22.5 metre working height, and the 99ft/1.39 metre wide S320-12 E4WDS which offers up to 32.6 metres of working height. Neither are lightweight products, weighing in at 11 and 21.5 tonnes respectively.

The company also thinks there is a good market for the 92ft S280-25 E4WDS electric Rough Terrain, which is 2.5 metres wide, has a working height of 28 metres and weighs 18 tonnes.

"I believe that when sites realise there is an electric option for a

big scissor they will ask for it. We may be back on diesel in another 10 years, who knows, but at the moment, electric is the way to go. The AB machines are well-built and features include four wheel steer - essential to turn the platform at the end of a 22 metre high racking aisle - the ability to drive at full height, indoor and outdoor ratings and capacities ranging from 600kg to 1,000kg, with the option of hydraulic levelling jacks. The internet shopping craze is not going away and even taller warehouses are being constructed, with even narrower aisles, so the slimmer the machine the better."

HWS UK plan

The HWS Rental UK business plan is fairly standard - buy and rent the machines for a number of years covering costs and then take a profit when selling.

"These large scissors have excellent residuals even at five years old. Initial purchase price - whichever the manufacturer - is however quite high with a 32 metre scissor costing upwards of £200,000 so these machines are a big investment for any company, especially given the fact they remain a niche product. As a result there is re-rent demand from regional rental companies which then do not need to purchase. We will also sell machines but the vast majority will be rented. It is not in my interest to flood the market although the rate at which this type of machine is produced it would almost be impossible to do this!"

The difficulty with 25 metre plus machines is that demand is purely dependant on specific contracts. "The biggest contract for large scissors I have been involved with was a distribution warehouse job with a mix of six electric and diesel 26.5 metre machines over nine months. The electric machines were used for erecting the racking and the diesels for the construction of the shed including cladding."

The current high demand for these tall narrow scissor lifts and hybrid booms has resulted in all the HWS machines in the UK currently out on rent including the 63ft and 86ft Niftylift HR21 and HR28 hybrid boom lifts - the HWS owners acquired Niftylift's Dutch distributor Eurosupply last May. The HWS fleet also includes a few boom lifts converted for rail work.



AB Lift machines feature four wheel steer



Charging problems

One area that all manufacturers of big electric scissors need to sort out in the UK is the charging of 220 volt or three phase 415 volt machines, given that UK construction and building sites are geared up for a 110 volt system. Just adapting the charging input does not solve the issue for these larger machines.

"What currently happens is the plug is changed to take 110 volts but the transformer and batteries are untouched and still geared up for a 220 volt charge so charging takes twice as long and never fully charges the batteries. All new AB Lift machines coming into the UK have been fully converted to accept a 110 volt current," says White.

"The smaller 16.5 metre market in the UK is quite well supplied and the 20 metre plus machines are all busy and giving good financial returns as utilisation is high and rates are decent. This does not look like changing anytime soon as I am constantly being called from regional rental companies asking to take the large scissors when they arrive in the UK."

"I think there is a market for HWS in the UK on long-term rental and sales of this equipment. We are targeting re-renting to the regional Link and Alliance members with high value equipment that many companies do not want to buy,

but are happy to re-rent. Our connections with contractors also means that we are happy helping these member companies rent other equipment alongside our machines. It is early days yet but the scissors are a quality product with good performance. Everyone appears very happy that there is a third supplier in the market."

Capacities range from 600 to 1,000kg



AB Lift scissors can be driven at full height

niftylift

01908 223456
www.niftylift.com



✓ High Performance

✓ Low Impact



Class leading performance from every model in the range from 9m to 28m.

With award-winning **Hybrid** technology and SiOPS[®] secondary guarding, our machines are *the* safe and efficient choice.

For more information on the Nifty range, or to arrange a free on-site demonstration, please call **01908 223456**, or visit our website.

Call
01908 223456
to book your free
demonstration



Stock code: 603338.sh



BT28RT



BA28RT



Advantage

1.High-end Configuration

- ECU-controlled Euro-IV engine of Deutz, with strong power;
- Dana axle, with standard configuration of 4 × 4 drive & steering and differential lock; its power being boosted for over 20%; low failure rate;
- Bosch Rexroth power-driven system, efficient and energy-saving;
- Danfoss PVG hydraulic control system, with Can bus controller, reducing failure rate of its system by over 30%, and highly universalized.

2.Precise Matching

- The engine output is electronically controlled, conserving about 20% fuel consumption;
- The whole series are subversively designed in structure. On the premise of ensuring excellent stability, comparing with same types from other brands, the total weight has been reduced by 15%-20%, which significantly reduces costs of use and transportation;

3.Familial and modular design for the whole series, with major parts available universally;

4.Rated loading capacity of platform up to 350 kg, meeting requirements of various operating conditions;

5.Equip with Secondary Guarding Protection system , with photoelectric sensor technology of global patent protection, to ensure safety of operators;

6.Standard configuration of telescopic boom, with working range improved by over 10%;

7.Product design fully comply with requirements of the latest EN280:2013+A1:2015 and ANSI/SIA A92 standard.

Italian Design

Protected by ten patents globally

Telescopic Boom Lifts



BT28RT

BT24RT

BT20RT

BT16RT

Articulating Boom Lifts



BA28RT

BA24RT

BA20RT

BA16RT



WeChat

ZHEJIANG DINGLI MACHINERY CO.,LTD.

▲ TEL: +86-572-8681688 ▲ FAX: +86-572-8681690 ▲ MARKET@CNDINGLI.COM ▲ WWW.CNDINGLI.COM

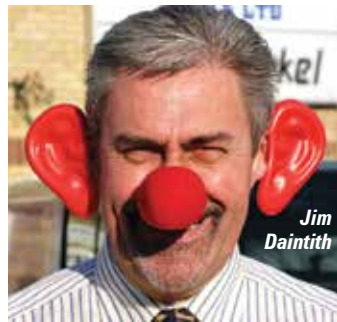
30 years in the industry



"The Hinowa spider lifts have been an increasing part of our success"

There have been many prominent companies and characters in the UK powered access industry over the past 30 to 40 years. One of them is Jim Daintith who with Malcolm Brown formed Access Platform Sales (APS) in 1987 which is celebrating its 30th anniversary this year. Mark Darwin visited the head office in Telford to find out the full story.

APS has come a long way in 30 years. From a 22ft Portacabin in the Height for Hire yard in Upton, Huntingdon, the company grew steadily through hard times and boom times, before merging with Independent Parts and Service (IPS) in 2013. It now operates from the original Upton location, Telford and Hamilton, Scotland.



Jim Daintith

Early days

A qualified quantity surveyor Daintith decided that civil engineering was the way forward. However during the mid 1970s the construction industry was depressed and tedious - to the point of arguing over the amount of fuel a compactor plate had used - that he started looking for a change.

"In 1979 I was approached by a manager of rental company Southdown Plant - part of the Hewden Stuart group - to become a hire rep for non-operated equipment

such as dumpers, compressors and mixers based in Peterborough. I didn't see a future in quantity surveying so I said yes. While it was a big change for me, there appeared to be more opportunities travelling around in a company car, visiting customers and selling rental equipment."

"I thoroughly enjoyed working for Hewden Stuart which was a totally different company back then. It was well-funded and treated staff very well and if you put forward a good



In the APS yard 1998

enough case for buying equipment they would oblige."

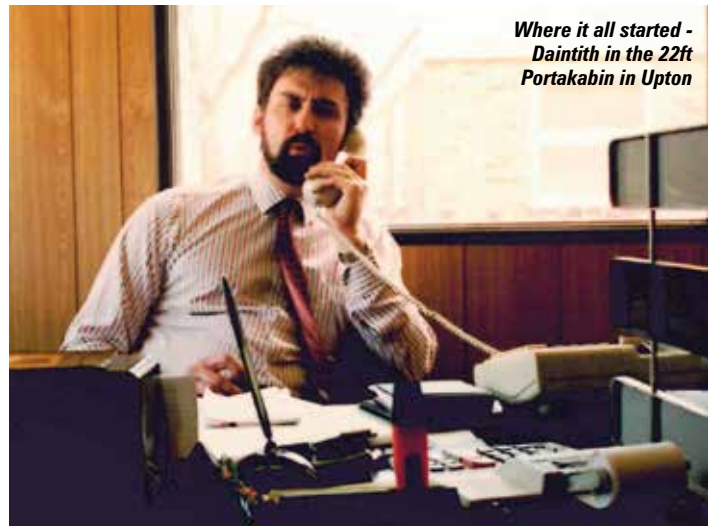
Early JLG booms

Around this time the company purchased its first aerial work platforms - four JLG 40F booms - from JLG rep Terry Jones. The product was completely outside of

Hewden's comfort zone and very early on in the development of the powered access market.

"I got on very well with Terry and could see that these machines were very impressive and could change the way work at height was carried out. For the first hires we put a few into contract rental with British Airways at Heathrow and added cage protection kits to prevent damage to aircraft fuselages. The others went to British Rail on the South Coast."

"I ended up being the access specialist and so Peterborough became the base and it grew from there. Another seven machines were purchased when we picked up a new Sainsbury's hypermarket contract being built by Costain in Havant, Hampshire after persuading them to use platforms in place of a bird cage scaffold. We purchased some JLG 35SD large diesel scissors for the services



Where it all started - Daintith in the 22ft Portacabin in Upton



Daintith demonstrating a Genie AWP

installation on the project. This was really pioneering back then, but fortunately the project manager was forward-thinking, looking to deliver the project ahead of schedule. The platforms helped to complete several months ahead of schedule and expanded the Hewden access fleet as more models were added for the various stages of the build."

Hewden access division

Hewden Stuart continued adding



Jim Daintith, right, with Jonathan Till of GT Access and partner Tony Jennings, at SED 2008

machines to supply various large projects, however as the fleet grew to 35 lifts the base was transferred from Peterborough to the sizeable Southdown Plant depot in Bleak Hall, Milton Keynes becoming a separate entity under the Mobilift name. As the business grew it moved to Darlaston in the West Midlands covering an area roughly up to Manchester in the north.

"At this point I was the access division sales manager and started getting involved on a more senior level. Hewden then bought Seymour Plant and its successful Seymour powered access division managed by Colin Hird and John Hutchinson. It was not however a meeting of minds because of the different business cultures etc. The resulting personality conflicts meant that it was time for me to look elsewhere."

Stothert & Pitt scissors

"At that time Hewden distributed Stothert & Pitt which through the 1980s made scissor lifts which were a derivative of the old Parker Lift from the USA. The distributorship was taken on primarily so that it could add machines to its own fleet and the



24ft and 28ft scissor lifts were not bad products." says Daintith. "Around that time I got to know Malcolm Brown at Height for Hire and explained that I didn't see my future with Hewden and wanted to do something myself. After discussing various options, the idea for Access Platform Sales was hatched."

"Its success was however based on Stothert & Pitt agreeing to let us sell its platforms, and Malcolm also put me in touch with Roger Bowden at Niftylift to become a regionalised re-seller. Niftylift was selling direct, so the agreement was quite loose but they were happy for us to sell to end-users around our base. We then met with John Fuller and negotiated an agreement to become a Genie aluminium products distributor across four counties in the UK and so APS was born in that yard in

Upton, Huntingdon and is still there today."

Daintith initially put £15,000 into the business by re-mortgaging his house, matched by Height for Hire, which then paid for a secretary, a car, trailer and a Genie PLC 24 demonstration unit.

"All I initially wanted was to work for myself and make a reasonable living," says Daintith. "In the early days it was run on a bit of a shoe string however we got into the market at a time when people were starting to look for alternative work at height equipment. In the early days margins were exceptionally good and with little competition the company grew quickly - but only to the point that one person and a secretary could cope with. To expand we needed to take on an engineer and salesman and secure a larger territory from Genie and Niftylift."

X TRAILER

freedom of use

SAVE THE DATE

2017

PD **GIS** **MATEXPO**

Platformers' Days

www.officinecomet.com

In the first year we turned over £232,000 and made almost £100,000 profit. The next that increased to £600,000 over the next few years, and then £1 million as we added more people and several depots as well as handling more manufacturers including Skyjack and JLG.

Disaster in Ireland

"We had a number of interesting excursions along the way including a sortie into Ireland around 2002." APS acquired the assets of rental company Apollo Access just outside of Dublin which had purchased a lot of Snorkel equipment from APS when it was the Snorkel dealer.

"Apollo had failed dismally and Snorkel had a residual risk position with the finance company and were on the hook to make up the cost of all the equipment, so they came to us with a reasonably appealing proposition given the amount of equipment for the price. We felt there was potential mileage in having a rental business in Ireland and selling equipment on the back of it. There was a lot of work going on in Ireland at the time - a large pharmaceutical project had just started and rental rates were quite attractive. The problem was that everyone else saw this and flooded the market with access equipment and the inevitable happened - rates dropped like a stone and the Irish economy overheated in a spectacular style. Customers also regarded payment as optional rather than expected so we eventually closed the doors in 2009 as it was haemorrhaging cash and was taking up far too much of my time."

"Just before this and during the recession we were doing quite well purchasing distressed stock from finance companies and selling it on. The Irish venture if nothing else taught me not to get distracted from the core business. During that year I took 108 flights, mainly to Ireland, spending far too much time in the air to the detriment of APS.

Ultimately, we came out of it OK because we sold the equipment off having bought it at a good price."

APS now does business in Ireland in association with other companies such as. Dromad Hire, Granning and Cherry Picker.

Missionary work

"When I started APS selling aerial lifts was like missionary work. True there were very few people selling similar equipment so you were not competing with four or five others for a particular sale and so prices were good. However, the gestation period for a sale was much longer because you were persuading people to move away from traditional methods to something completely alien. I used to turn up with a trailer and a Genie Personnel lift on the back - it was like black magic. Instead of spending two hours putting up a scaffold tower you could wheel it into position, plug it in and within a few seconds it was at the height required. People were very impressed but convincing them to pay for the platform rather than using the old tower scaffold - or worse - was something else. More recently the internet has been a potent creator of competition - if you Google access platforms now there are reams of companies offering them, which inevitably drives the margins down. As the market has grown so has the competition - we sell more for less but the equation still makes sense."

Reinvention is the key

"The access industry keeps reinventing itself. For many years the infatuation was to go ever higher, but in recent years the trend has reversed with the advent of micro platforms driven by work at height regulations. There always seems to be products that are new and fresh. For us the Hinowa track mounted spider lifts have been an increasingly large part of our success although the Genie range is still our biggest seller - everything



Daintith, centre, hands over the 1000th platform in JMS Hire's fleet 2015



APS yard 2003

from the material lifts through to scissors and booms."

"There are market trends that we don't see coming, such as last year when yards were full of 19ft scissors but this year they are in very short supply. Demand changes rapidly and that is our strength because we keep products in stock. We can for example supply two 60ft booms in a few days whereas the manufacturer may quote 10 weeks."

Reasons for success

Daintith puts his success down to long-lasting relationships with both customers and suppliers, such as the 30 year relationship with Niftylift and Genie. The appointment of Steve Couling as managing director in 2014 has finally allowed Daintith to increasingly step away from running the business that he founded 30 years ago. So has he finally managed to retire? Possibly!

Hinowa factory trip March 2013





crowland cranes

the complete crane company

- Crane Rental
- Major Overhauls and Refurbishment
- Workshop & Field Service
- Fabrication
- Paint Shop & Shot Blasting
- Used Crane Sales
- New Crane Sales
- Certification
- Ancillary Equipment

Call today: **TEL: 01733 210561**
www.crowlandcranes.com



UK Distributor for

GROVE
by Manitowoc



T.M.C.

LIFTING & ENGINEERING SUPPLIES
 PART OF THE CROWLAND CRANES GROUP

- **Outrigger Support Pads**
Steel and recycled plastic Power Pad
- **Grade 10 Chain Slings**
Made to your requirements
- **Lifting Equipment**
ie: Shackles, Fibre Slings, Lifting Points etc.
- **Wire Ropes**
Crane Ropes, Wire Ropes Slings
- **Height Safety Equipment**
Harnesses, Lanyards, Fall Arrest Blocks
- **Testing & Inspections**
In accordance with LOLER recommendation's
- **Engineering Supplies**
Boom Greases and Lubricants, Consumables etc.
- **LEEA member**

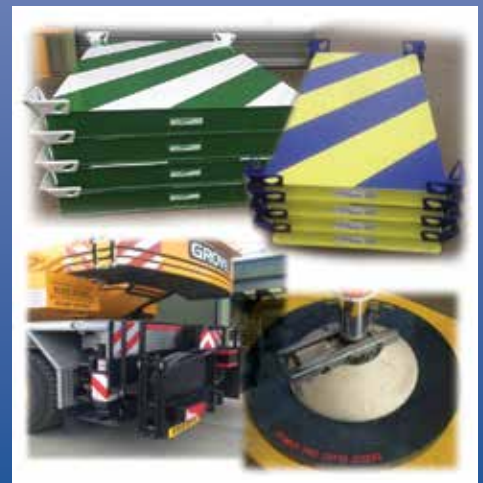


For further information on any of our products
 contact: **01733 211339** **www.tmc-lifting.com**

Power-Pad®

The fully certified, fully traceable, guaranteed, top quality Outrigger support mats.

All mats carry an indelible unique serial number, a reference code, batch number and maximum capacity of the pad.



Bigger platforms needed

Even though the media had a field day over the Grenfell Tower tragedy, it was several weeks before the BBC spotted the fact that London Fire Brigade had let down the people of London - particularly those living in tower blocks - through its utter failure to realise that multi-storey buildings constructed of steel and concrete can burn. **All Adorian - ex-IPAF managing director - gives his view on the subject.**

Looking at the number of high-rise residential flats in London - quite apart from the increasing number of high-rise office blocks - there can be no doubt that London Fire Brigade is seriously under equipped to deal with such fires and it is only a matter of luck that such an accident has not happened before.

When construction on these particular buildings commenced in the 1970's, I ran a company within John Laing Construction Group which was responsible for the marketing of a wide range of powered access equipment, hitherto used almost exclusively by local authorities for street lighting and fire brigades for firefighting and rescue.

At that time, the largest aerial platform in the world reached 45 metres (15 floors) and was available

in firefighting mode. I spent a considerable amount of time trying to persuade three successive chief officers of the London Fire Brigade to try such a machine for firefighting and rescue duties. At that time the largest machine available in the UK for firefighting and rescue would only reach 26 metres (8 floors).

There are now at least three manufacturers in Europe which produce machines capable of reaching 30 floors, all mounted on chassis which comply fully with UK road regulations. One of the manufacturers has been supplying machines in firefighting and rescue mode for years. There is no good reason why London Fire Brigade is not equipped with such machines. Its commissioner sounded so like her predecessors from the 70's, reeling out the reasons for not

doing something, instead of looking to take positive action to prevent unnecessary loss of life. Now, far too late for those who perished, she says they would be looking at the possibility of buying big platforms.

What more does it take for London Fire Brigade to wake up, demand the immediate finance from the Home Office and order two or preferably three machines for London. £3 million is petty cash on top of the total cost of this disaster.

Yes, the machines are large and heavy, but so are the thousands of lorries that deliver goods all over London every day of the week. Fire brigades worldwide use them successfully in far more constricted areas than London.

Watching the tower burning, it was obvious there was no pre-prepared plan for tackling such a blaze in that location, and I was shocked to see the commissioner wasting time talking to the press, when she should have been concentrating ways of extinguishing the fire than simply spraying water into a window almost at the base of the serious blaze. Knowing that these high-rise buildings were as liable to catch fire as any other building in London, why was a plan not in place to extinguish such fires and more importantly to rescue people on the floors just above the fire?

These buildings should have been subject to a thorough risk assessment by London Fire Brigade many years ago. A plan would have been prepared to include the method of tackling any fire - both inside and outside of the building - the rescue of inhabitants and limiting the danger to the fire crews.



Grenfell Tower

In 2007 Bronto's 100 metre GL101 was the highest work platform in the world



A modern firefighting platform

It would have specified the need for equipment - routine and specialised - and set out how it should be set up and used for any conceivable fire situation. Access to the scene should also be clarified - quite clearly access for large vehicles to all sides of the building was appalling, if not impossible.

We are told that the fire started on the fourth floor in the early hours of the morning and from news film, it seems that the initial spread of fire upwards was relatively slow. However once it took hold on the outside panelling the highly combustible material gave off toxic fumes, which was almost certainly oil based. In view of the lack of appropriate firefighting and rescue equipment and the access problems to the site, a risk assessment would have shown that the best way to fight such a fire would have involved the use of foam cannons, such as those mounted on airfield crash tenders. Four portable foam cannons could have quickly been set-up around the building with the high-pressure water supply to each cannon fed from fire appliances parked well away from the building.

As long ago as the mid 1970's my company supplied two such foam cannon -mounted on scissor lifts attached to lightweight vehicles - to the BP refinery on the Isle of Grain in Kent to cover the tanker unloading

dock and the giant oil storage tanks. These machines were relatively small, lightweight and could be readied for action in minutes. Being mobile and small, they could be placed where they were needed.

Had London Fire Brigade done its homework on high rise building fires, they could so easily have had such equipment available at relatively low cost as once the foam cannon is in position it would only require two standard fire appliances to provide the water and foam. This apparatus could then discharge firefighting foam to a height of 60 metres (20 floors) and I believe that such an arrangement would have extinguished the flames at Grenfell Tower in minutes had it been available on site within minutes of the original call.

Why were there no fire water mains running up the building with an outlet on each floor? Why were there no hose reels on the landing of each floor? Why were there no smoke detectors connecting to an automatic call system to the fire brigade? Why was the fire alarm system in the building unserviceable? Why was the cladding not properly tested before fitting it to this building?

It is quite obvious that whilst money to buy appropriate firefighting and rescuing equipment is in short supply, those who currently run London Fire Brigade have failed to identify the need and pursue the Home Office and The Treasury to produce the funds to enable them to acquire the equipment necessary to deal with situations such as Grenfell Tower.

There is no point the London Fire Brigade commissioner now pointing out the risk of fire in high rise buildings, why didn't she and her predecessors draw the attention of the public to this problem years ago? My criticism of London Fire Brigade, Kensington and Chelsea Local Authority and Government is specific to the leaders of those bodies. As always the splendid fire men and women performed not only heroically, but quite superbly in conditions of toxic fumes, smoke and heat. These people were the real heroes of the day even though they were deprived of the very equipment that, had it been available, could have dramatically changed the horrific outcome of this inferno.



Adorian believes there is an opportunity for the truck mounted rental companies to work with the rescue services

An opportunity for the access rental industry

This tragedy opens up opportunities for the national truck mounted rental companies to talk with our fire brigades countrywide about setting up a scheme whereby a number of large truck mounted platforms - built with 'fire brigade standard water pipes' to the cage and fitted with a quickly attached monitor - could be used by any fire brigade in an emergency. This would take some planning as the units would need to be available at short notice, 24 hours a day, 360 days a year. Units would need to be based in or near the larger conurbations and their design would need to be a cross between a full fire fighting appliance and a working machine for the rental industry. This is a realistic idea and a design that works for all is achievable. A number of these machines stationed around

the country would bring platforms capable of reaching up to 30 floors at a fraction of the cost of having to buy them outright.

This was done in Dublin in the 1970's when EPL supplied a 45 metre platform built as a fire fighting machine for use by both the fire brigade and the Corporation for building maintenance, so it is not a matter of re-inventing the wheel! Nothing is impossible when the will and need arises.

My sympathy goes out to all those people who have suffered so much loss and misery. One can only hope that the Government, local authorities and in particular London Fire Brigade wake up and make the funds and necessary training available to restore London Fire Brigade's reputation to Second World War levels, 'The Best in the World'.

Paul. A. Adorian

In the mid 1970s a foam cannon was mounted on scissor lifts attached to a lightweight vehicle



Currently truck mounted platforms with a rescue height of up to 112 metres are available

Point of Rental

Software

The most rental experience out of any software provider in the world.



35

Years of Innovative
Rental Software

500+

Years of Staff
Rental Experience

1

Goal:
Your Success.

Essentials

Syrinx

Expert

Elite

See how our experience will improve your experience.

www.pointofrental.co.uk



RAIMONDI MRT159 TOPLESS CRANE

MAX. LIFTING CAPACITY	10 t	22046.2 lb
MAX. RADIUS	65 m	213.25 ft
LIFTING CAPACITY AT MAX. RADIUS	1.65 t	3660.4 lb
HOIST MOTOR	45 kW	60 hp



Quality European manufactured hoists for the world's construction sites
Luffing, tower, hammerhead and self-erecting cranes

www.raimondi.co [in](#) [twitter](#) [f](#) [instagram](#)

Raimondi Cranes is proudly headquartered in our ancestral home of Legnano
Corso Garibaldi, 253 - 20025 Legnano, Milan, Italy | +39 0331 548 061 | info@raimondicranes.com

New guidance on Unintended Movement

The UK's Strategic Forum Plant Safety Group has released a new safety publication entitled 'Reducing Unintended Movement of Plant - Managing Exposure to Consequential Risks.'

Unintended movement occurs when inadvertent operation of a control such as a switch, lever or pedal occurs, causing unintended machine movement which can potentially cause serious injuries and fatalities. The new publication, which has been developed in conjunction with the Health & Safety Executive, provides guidance on a range of control measures to help prevent this from happening.

The guidance - developed over the past two years, with a number of meetings held to discuss the issue - identifies the causes and provides guidance on suitable control measures. The group identified that in principle, inadvertent operation occurs through:

- a) The operator unknowingly activating a control lever
- b) The operator intentionally activating a control lever but a different action occurs to what they expected
- c) The operator (or other) bypassing or defeating a safety system

The group additionally recognised that mechanical malfunctions have the potential to cause inadvertent or partial operation but agreed that this subject area would not form part of the guidance being a maintenance issue. In identifying and documenting actions to help manage the exposure to the consequential risks of unintended movement, the following topics are covered within the guidance:

- Planning of the task and the selection of equipment
- Attributes of personnel, supervision and training requirements
- Control of the working zones and those within the area



- Communication
- Types of operating controls and means of isolation
- Selection and fitting of additional control measures, including clothing specifications
- Checks, inspections and maintenance requirements

A large number of case studies of actual incidents have been documented in the guidance and included is an analysis of the causes, consequences and outcomes of each, for which in many cases there are a number of causal factors. This emphasises how incidents have occurred and how they could have been prevented. Manufacturers were represented at the meetings of the working group with an intention that they would subsequently design out potential inadvertent operation and risks during the development of new machines. The publication encompasses all equipment types including those operated by remote control, with the exception of aerial work platforms, where a separate publication has already been produced.

CPA director Kevin Minton said: "If construction equipment moves unexpectedly, then anyone close to it is at risk of being seriously injured or killed. This new publication gives guidance on a range of control measures to prevent this happening. Drivers, people working nearby, supervisors and contractors all have a part to play. We urge all involved with the operation of machinery to implement the recommendations in order to maintain safe activities."

The publication is available to download free of charge from the CPA website www.cpa.uk.net/sfpsgpublications. The Strategic Forum Plant Safety Group is also planning a condensed version summarising and highlighting the salient points from the main document for easy reference.

Clothing is a major factor in unintended movement.



New training and safety manager

The CPA has appointed Rob Squires as training and safety manager. He was previously training manager of the National Demolition Training Group, and has also worked in the armed forces and for the CITB where he oversaw the staffing and delivery mechanisms for all construction-based card schemes including CSCS, CISRS and particularly CPCSC.

His key responsibilities include supporting the CPA Special Interest Groups and Training on Plant in Construction Group. He will work closely with the CITB and other organisations to ensure that CPA members' training requirements are met, relevant and are effectively delivered. He will also ensure that grant aid continues to be available and will seek new funding opportunities from the CITB and other funding bodies.

CPA director Kevin Minton said: "Rob's background in training delivery and management will be of great benefit to the association. With the advent of the CSCS-badged card initiative which is affecting many of the CPA members, his knowledge of card scheme requirements and contacts with CITB and CSCS will allow us to thoroughly support the membership on these issues."

Correction

In last month's edition of Cranes & Access, it was stated that mobile cranes would be included under the London's Emission Surcharge scheme coming into effect on 23rd October. This was incorrect: mobile cranes are exempt from charges under this scheme. We apologise if this mistake has caused any confusion. Please contact David Smith at the CPA if you require clarification or any further information.



Are your staff properly trained?

Don't risk it! Call a certified local company today.

IPAF & PASMA working at Height training throughout the UK

utn training

PAL+ OPERATOR DEMONSTRATOR MEWPS FOR MANAGERS TOWERS FOR USERS LOW LEVEL ACCESS

☎ 08707 871 511 www.utntraining.co.uk PART OF THE AFI GROUP OF COMPANIES

EMERSON
LIFTING SAFETY STANDARDS

CPCS TRAINING COURSES AVAILABLE
BOOK TODAY ON 020 8548 3900
OR VISIT WWW.EMERSONCRANES.COM

IPAF & PASMA training

call 01793 766 744 or visit hi-reach.co.uk

IPAF PASMA **HI-REACH**

IPAF PASMA **instant training**
HEALTH, SAFETY & SKILLS TRAINING FOR INDUSTRY, CONSTRUCTION & MAINTENANCE

is part of the AFI group of companies

www.instant-training.com
info@instant-training.com
☎ 01952 815750

LOXAM ACCESS **IPAF**

Tel: 0845 6041134
Email: training@loxam-access.co.uk
www.loxam-access.co.uk

MENTOR
Nationwide training at your site or ours.

Our new PASMA Vans bring towers and training to you.

PASMA IPAF

www.mentortrainingsolutions.co.uk t: 01246 293680

We offer IPAF and PASMA courses and a wide range of Height Safety Training...

For further information on our training courses:

☎ 0115 924 1349
✉ aplanttraining@aplant.com
🌐 www.aplant.com/training

IPAF PASMA

Health & Safety PUBLISHERS

+44 203 432 9694,
sales@hspublishers.co.uk
www.hspublishers.co.uk

Selling New Standards in Health & Safety Coursework

MEWP

All training centres above offer **IPAF/PASMA/CPCS** or other approved and audited training courses. European directives and most national regulations require that staff are properly trained in the safe use of the equipment they operate. If you wish to become a sponsor of the Training & Safety page opposite by advertising, contact us on info@vertikal.net

CISRS training centre for Oman

Simian Skill International and National Training Institute (NTI) have jointly gained CISRS Overseas Scaffolder Training Scheme accreditation for a new training centre in Oman. The new facility is adjacent to NTI's training facilities in the Ghala Industrial Area of Muscat.

The centre has gained approval to deliver CISRS OSTs courses: Level 1, Level 2, Basic Scaffold Inspection and Scaffolding Supervisor training. Initial courses will be delivered by experienced Simian instructors Andy Sharp and Abid Gul, who will train and mentor local instructors until they are suitably qualified and experienced to deliver OSTs courses themselves.

NTI business development manager Mohammed Atif Uzzaman said: "NTI Oman is proud to be working in association with Simian Skills and to become the first CISRS approved training centre in the Muscat which can offer scaffolding programmes that meet PDO's revised criteria and are committed to offering world class learning solutions to the Omani market."



The new training centre in Muscat, Oman

Fatal fall costs £206k

UK trailer manufacturer Fruehauf has been fined £200,000 plus costs of £5,622 and victim surcharge of £170, after employee Colin Sale, 64, sustained fatal injuries in a fall from an aerial lift at its plant in Grantham, UK, in February 2016.

Sale fell while climbing from the platform of the aerial lift onto an overhead travelling crane to repair it. The work was carried out without a suitable harnesses and fall arrest equipment, and Fruehauf did not provide and enforce a safe system of work for accessing the overhead cranes in the factory. The judge approved a payment plan for the fine of £15,000 a month.

HSE inspector Martin Giles said: "Those in control of work have a responsibility to devise safe methods of working and to provide the necessary instruction and training. This incident could have been prevented had Fruehauf provided appropriate supervision and suitable fall arrest equipment for their workers to use."

First CICA Trainee of the Year

The New South Wales branch of the Crane Industry Council of Australia (CICA) has announced the top trainees graduating from its new nationally accredited Certificate III in Crane Operations.

The first Trainee of the Year was Corey Davis of DJ Adair Crane Services, while the runner up was Thomas Borger of Borger Crane Hire & Rigging. Ryan Waters of DJ Adair Crane Services and Lachlan Hagan of Borger Crane Hire & Rigging were also highly commended.



(L-R) Thomas Borger, Lachlan Hagan, Ryan Waters and Corey Davis

Scaffold collapse costs £31k+

UK scaffold contractor Swanage and Dorset Scaffolding and Roofing has been fined £27,000 plus £4,051 in costs, after a scaffold collapsed in Wallisdown, Poole in September 2015.



The company had erected the scaffold at an industrial unit to allow work to be carried out on the roof. The falling scaffold narrowly missed employees leaving the offices, and caused damage to parked cars. The investigation found that the company failed to ensure the scaffolding was suitably designed and installed or ensure that it was properly attached to the building.

HSE principal inspector Helena Tinton said: "It is very lucky nobody was injured as result of this incident. All duty holders have the responsibility to ensure all scaffolding work is properly designed and installed by competent workers."

CSCS cards at UK Build sites

A number of readers in the UK have reported problems for their staff gaining access to Build UK - previously UK Contractors Group MCG - sites due to entry security staff demanding a CSCS card which are no longer available for non-construction skills. IPAF cards are also required for those using aerial lifts, but in addition to their specific skills card - such as electrician, plumber, carpenter etc...

See the letters page for more clarification or visit: www.vertikal.net/en/news/story/28633/



Who trained him then?

Spotted by a reader at the docks in Palermo, Sicily, a man on a pallet of cement bags, on the forks of a wheel loader, loading the cement into a mixer. In spite of the risks he has no safety equipment at all to prevent him slipping and falling to the ground below.





ISOLI

Full truck mounted lift range
from 14 to 36 metres



Invest in the Best!

Find out more www.isoli.com



MANLIFT

TAKING YOU TO NEW HEIGHTS SAFELY!

Manlift is a leading rental specialist in safe, productive and innovative solutions for working at height. At Manlift we believe in always delivering the best customer experience while ensuring our customers highest level of safety, productivity and quality.

VISIT US
AT OUR

OPEN HOUSE DAY

October 5
9 am

2017 is a special year for Manlift, as we turn TEN. Furthermore, Manlift has also been honored during the International Awards for Power Access (IAPA) Summit as IPAF Training Centre of the Year by the International Powered Access Federation (IPAF).



We would like to take this opportunity to warmly receive our customers and visitors by inviting them to join us in our Manlift Yard in DIP 2, Dubai, UAE.

- Experience safe and efficient solutions of access platforms for any challenges faced.
- Consult expert advice from our professional technicians and sales experts to make your business more profitable and reduce the cost of doing business with us.
- Take a guided tour of the Manlift Yard and familiarize yourself with the Manlift Way.
- Discover our technical operation facilities, IPAF and PASMA training services as well as our latest and most innovative high and low access solutions.

Register Now

We look forward to meeting you at our Open House Day!



Call: +971 56 536 6552

Email us: info@manliftgroup.com

• UAE • QATAR • INDIA

Manlift Middle East LLC (Head Office) Dubai Investment Park 1 P.O.Box 213645 Dubai, UAE | Tel: +971 4 885 6065

AWP fatalities decline as rental market grows

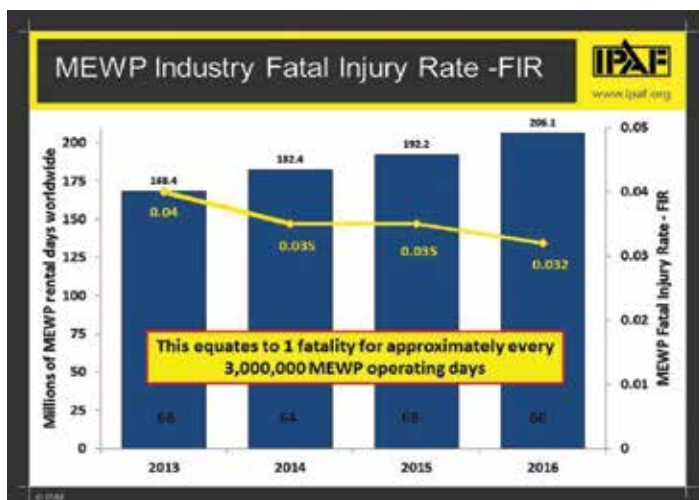
The fatal injury rate for aerial work platforms declined in 2016, in spite of the total rental fleet and the number of rental days increasing significantly. The data - collated and interpreted by the International Powered Access Federation - indicates that in 2016 there were 66 reported fatalities involving platforms worldwide, compared to 68 deaths in 2015. At the same time the estimated fleet increased to 1.25 million from 1.17 million units the year before, while estimated on-hire rental days increased to 206.1 million from 192.2 million, giving a fatal injury rate of 0.32 per 100,000 operating days, compared to 0.35 in 2015. This is equivalent to one fatal incident every 3.2 million operating days.

Of the 66 fatalities in 2016, the main causes were falls from height, electrocution, entrapment and overturn of machinery. Chris Wraith, IPAF's safety & technical executive, compiles the global accident and fatal injuries data, and said: "While it is heartening to see the fatal injury rate fall at the same time as the number of machine operating days increased significantly, we must not be complacent. It is disappointing to see the same causes of fatalities repeated year on year, suggesting that the industry is not learning the lessons from previous incidents. In 2016 falls from height accounted for 38 percent of the fatalities, electrocution 23 percent, entrapment 18 percent and fatal overturns 12 percent."

"Investigations show that accidents are most often due to management failings or operator error, which can in most cases be anticipated and avoided, or at least mitigated. This is why in IPAF is pursuing its 'back to basics' safety agenda in 2017, reminding operators and managers of the need for good risk assessment, choosing the right equipment for the job, proper training for users and supervisors, sound technical and safety guidance and a robust incident reporting regime under which lessons are learned and shared."

IPAF's accident reporting project, launched in 2012, compiles a comprehensive record of known accidents. The data gathered enables IPAF to improve the content of training programmes, develop technical guidance, target specific high-risk professions or activities, and provide research findings to bodies developing and drafting new industry standards.

All manufacturers, rental companies and users are encouraged to report any known accidents - not just fatal and serious accidents - worldwide at www.ipaf.org/accident.



The number of fatalities per operating day continues to fall.

Middle East Convention heads to Abu Dhabi

IPAF's Middle East Convention is moving to Abu Dhabi this year and will take place on 7th November, at a venue to be confirmed shortly.



Speakers line-up confirmed for Europlatform

The full line-up of speakers for IPAF's Europlatform conference in Warsaw, Poland, on Thursday 14th September has been confirmed and includes Pierre Saubot of Haulotte, with a talk entitled *The Access Industry: A short and bright past, a long and brighter future, if we choose*, while Wojciech Lisicki of the Polish Rental Association and Riwal Poland, will provide an insider's view of the Polish rental market. Michał Debski from the Department of Inspection Coordination, in Poland's Office of Technical Inspection will discuss his work, and a panel discussion on developing new access markets will feature Jacco de Kluijver of Genie, Brian Stead of Loxam UK, Martin Vögtli of Sky Access, Rupert Douglas-Jones of IPAF, Phil Godding of JLG and Jim Colvin of Serious Labs.

For a full list of the speakers and the agenda visit www.ipaf.com/events

New audit regime for UK rental members ready for roll-out

The new vetting and auditing process for IPAF rental company members in the UK is ready for roll out this month, with the IPAF UK Auditing team now ready to start implementing the new checks.



The existing IPAF Rental+ scheme has also been modified to allow members to achieve bronze, silver or gold accreditation, dependent on them meeting certain key criteria during their audit process. IPAF's Rental+ scheme recently became Safety Schemes In Procurement (SSIP) accredited, so SSIP status will also be conferred on all UK rental member companies as a matter of course under the new system.

While the roll out starts this year all existing IPAF rental members in the UK will have until September 2019 to comply. The audit is designed to provide a management tool to signpost where and how businesses can improve their health & safety, quality and environmental performance, add recognised value to

rental businesses and reduce time and cost spent completing other pre-qualifying questionnaires. It also supports or leads to ISO9001, 14001 and 18001 certification.



IPAF's UK auditors are ready roll out the new audit regime.

PASMA training

available throughout the UK

PASMA TOWERS FOR USERS
 PASMA LOW LEVEL ACCESS
 PASMA WORKING AT HEIGHT ESSENTIALS
 PASMA COMBINED LOW LEVEL ACCESS & TOWERS FOR USERS

t 08707 871 511
 e info@utntraining.co.uk
 w utntraining.co.uk

PART OF THE AFI GROUP OF COMPANIES

ALLMI

Setting the Standards for the Lorry Loader Industry

LORRY LOADER OPERATOR TRAINING

Approved by CSCS

Other courses approved by CSCS:

- Slinger / Signaller
- Crane Supervisor
- Appointed Person
- Thorough Examiner

Courses also available for:

- Instructors
- Managers

ALLMI
 A. N. Other
 Categories
 Lorry Loader
 Capacity up to: 2014
 Categories: C1+C3
 Expires: 22-03-20
 ID Number: 211013

Lorry Loader Training Commended by the Health & Safety Executive

The Trade Association for the Lorry Loader Industry
 Tel: 0844 858 4334 • Email: enquiries@allmi.com
 www.allmi.com

cranes & access

Get the whole story...

...follow us on

facebook
 twitter

Vertikal.net

Meet DINO 220XSE

Productivity just got easier.

100% up to the job

- 22 m innovative multipurpose boom lift
- XXXL basket with impressive 350 kg capacity
- Material handling capability - 500 kg lifting capacity with forks or lifting hook

DINOLIFT
 UP TO THE JOB

Read more: www.dinolift.com

AAACCESS

(Specialists) Ltd.

- Truck mounted platforms wherever you need them
- Hire Quality

14 YEARS

Celebrating 14 years 2003 - 2017

t: +44 (0) 1706 231942
 w: www.aaaccess.co.uk

CPA

Falls from height at record low, but work still to be done

Like many other organisations in the work at height sector, PASMA, the international association for the mobile access tower industry, has welcomed the reduction in the number of falls from height in the UK as reported in the latest HSE statistics.

However, while falls from height have declined from 37 to 25, that is still an average of over two fatalities a month and there remains an enormous amount of work to be done. There can be no complacency, the focus must be on building a positive, proactive safety culture, says PASMA.

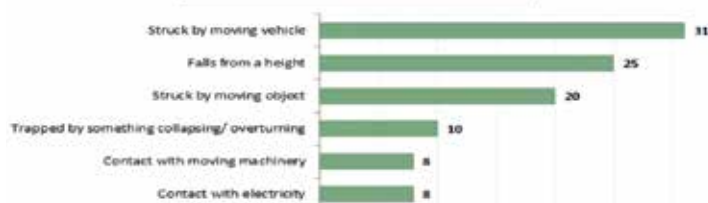
Significantly, at 25, falls from height are second only to 'struck by moving vehicle' in the HSE's league table, representing 18 per cent of the total number of fatalities by accident type.

PASMA managing director Peter Bennett said: "The downward trend is obviously encouraging, but behind the numbers are families, friends and colleagues whose lives will never be the same again."

Chairman Gillian Rutter added: "Naturally, the news is welcomed by PASMA and its members, but 25 deaths is 25 too many. No one can afford to rest on their laurels."

Advancing standards and best practice, PASMA promotes the safe use of mobile access towers and champions height safety in general through its active involvement in the work of the Access Industry Forum (AIF) and its support for initiatives such as Working Well at Height.

Main kinds of fatal accident for workers



2017 Annual Review published

Launched at the recent PASMA Members' Conference Meeting in Warwickshire, the 2017 PASMA Annual Review is now available to download. The new style, 20 page publication includes a new section entitled 'Engagement' explaining how PASMA, together with other organisations, is a member of three Health and Safety Executive (HSE) groups: CONIAC - the Construction Industry Advisory Committee, SBTA - the Small Business Trade Association Forum and WWT - Working Well Together.



CONIAC advises the HSE on the protection of people at work - and others - from hazards to health and safety within the building, civil engineering and engineering construction industry.

SBTA exists to ensure that the HSE hears the concerns of small businesses and consults small business on new initiatives and proposed changes in health and safety law.

WWT, a joint industry/HSE initiative, operates Safety and Health Awareness Days, targeted at Small to Medium Enterprises and Sole Traders with the aim of educating people on risks and offering practical solutions. PASMA is a long time supporter of these events, together with colleagues in the Access Industry Forum.

Other sections in the review include: Chairman's Welcome, Managing Director's Report, Highlights at a Glance, From the Committees, Standards Review, PASMA Overseas, Events, Campaigns and Marketing, Tech Topics, Courses and Products, and a complete list of PASMA members.



Download the Review at www.pasma.co.uk/about

News in brief

London Work at Height Seminar:

Alongside other member organisations of the Access Industry Forum (AIF), PASMA was a major contributor to this event hosted by the City of London Corporation at The Guildhall. A combination of formal presentations and practical presentations, the event attracted a capacity audience of health and safety professionals from across the UK.

Tower Safety Week 2017:

Plans for this year's event, which will run from the 13th to the 17th November, are already well advanced. As in previous years, Tower Safety Week will promote height safety, develop industry knowledge and skills, and connect with a wide range of tower using industries. Commenting on last year's event, Graham Arundell, managing director of Hire Association Europe (HAE) said: "Training and skills are essential messages communicated to everyone through this excellent campaign which promotes safe access when working at height. PASMA put in a tremendous effort to keep people safe."



'Selfie' winner from 2016 Tower Week

Middle East Conference 2018:

Now becoming an established highlight in the PASMA calendar, the 2018 conference will take place at the Marriott Hotel Al Forsan in Abu Dhabi on 14th March. Further details will be announced shortly. More information at www.pasma.ae



2018 Middle East Conference

Mission statement:

Expect to see more of PASMA's mission statement in the weeks and months ahead: 'PASMA is the organisation that knows mobile towers and cares about the people who use them'. It will shortly start to feature in a wide range of both member and industry communications.



For details of PASMA standards, guidance and training, including free PocketCards and posters, visit: www.pasma.co.uk

SLEWING DRIVES & BEARINGS



Market-leading rotation technology to conquer the most demanding slewing applications, offering maximum axial & radial force & tilting moment defence in the most efficient package.



Cone Drive Operations Limited
3 Redwood Crescent
Peel Park, East Kilbride G74 5PA
United Kingdom

T +44-7599-516240
E orders@conedrive.com
W www.conedrive.com



Cone Drive



ALLMI accredited Lorry Loader Operator Training Providers

Nationwide



Contact: Julian Elms
t: 01380 722381 m: 07917 839155
Email: julian.elms@thwhite.co.uk
www.thwhite.co.uk
Nursted Road Devizes, Wilts SN10 3EA

Nationwide



LorryLoader
Training Ltd

24, Mayfair Drive, Crewe, Cheshire, CW15BB
Tel: 01270 505 824 Mob: 07970061171
Web: www.lorryloader.co.uk

Nationwide



Wharfedale Road, Euro Way Ind. Est. Bradford. BD4 6SL
Tel: 08444 996688
Neale Martin: 07836 238281
Web: www.atlas-cranes.co.uk

Nationwide



Hiab Ltd

Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW
Tel: 01691 626427 Fax: 01691 626472
e-mail: training.uk@hiab.com • Web: www.hiab.co.uk

Are your Lorry Loader Operators properly trained? Call an accredited ALLMI training provider and insist on the ALLMI card.

The training accreditation service for the lorry loader industry

ALLMI, Unit 7b, Cavalier Court, Bumpers Farm, Chippenham, Wiltshire. SN14 6LH.

tel: 0844 858 4334 email: enquiries@allmi.com web: www.allmi.com

Bryan Flintham

Bryan Flintham, one of the longest serving members on ALLMI's Technical Standards Committee (TSC), sadly passed away in late August. Having spent well over 30 years in the lorry loader industry, predominantly with Atlas Cranes and latterly with Hiab, he was one of the UK's leading technical experts. In addition to his long-standing membership of ALLMI's TSC, he was a valued member of the BSI Working Group, MHE/3, and was heavily involved in the development of British, European and International loader crane standards.



Bryan Flintham

ALLMI chairman, Mark Rigby said: "Bryan worked tirelessly on behalf of ALLMI and the wider industry, playing an important role in many of our technical projects and having a significant impact on raising of standards for the safe use of lorry loaders. He will be sorely missed and we extend our deepest condolences to his family."

ALLMI Membership Event

Demand for places at this year's ALLMI Membership Event on the 11th October has been strong, chief executive, Tom Wakefield said: "We are experiencing an unprecedented uptake, which will make this year's event be the most popular to date. Places are limited so we would encourage those interested in attending to contact us as soon as possible."



The ALLMI Membership Event begins with lunch and includes:

- Meetings for manufacturers / importers, service companies, ancillary equipment suppliers, fleet owners and site operators.
- A meeting break-out session with discussion / work groups, to facilitate debate concerning a range of industry topics.
- A presentation from ex-Formula 1 driver and the original Stig Perry McCarthy.
- Pre-dinner reception and three course dinner.
- Fundraising activities for the Lighthouse Club.
- Live music from pianist Carl Lewis.
- A set from comedian Jed Stone.
- Luxury accommodation at the Forest of Arden Marriott Hotel & Country Club.
- An opportunity on 12th October for a round of golf on one of the region's leading courses.



For details of ALLMI standards, guidance documents and training, visit: www.allmi.com

Instructor CPD

ALLMI has launched a new 'CPD Area' of its website to facilitate Continuing Professional Development for its instructor network. In future, bulletins ensuring that training providers are kept up to date with product



and industry developments, as well as new scheme material, rules and procedures, will be launched via the CPD Area, facilitating an enhanced audit trail along with the inclusion of associated assessments for instructors to complete. The CPD Area can host various bulletin formats including PDF, PowerPoint and video, as well as both 'open' and multiple-choice style questions, so it has the potential to play a significant role in the development of standards throughout the accredited instructor network, to the benefit of those involved with the ALLMI scheme.

The CPD Area was recently used to release a comprehensive update to ALLMI's lorry loader operator course, the response to which has been extremely positive. Produced in conjunction with the ALLMI Training Standards Committee, the course material developments come from various feedback channels, including consultation with training providers, auditors and loader crane manufacturers. The process ensures the training scheme evolves and remains in tune with the needs of the industry, to ensure the highest levels of operator safety and efficiency.

Management Training - PUWER 9.2

ALLMI's manager courses are proving popular with a strong upturn in demand. The courses are abbreviated, one day versions of ALLMI's standard training programmes, covering the same topics and in many cases, also including a practical element. As well as assisting a company's compliance with the requirements of PUWER 9.2, the courses provide managers with an improved understanding of the technical, legislative and operational issues for which they are responsible, helping to raise standards throughout the business.

Eddie Devlin, general manager of AAT Safety has put several senior staff through the Thorough Examiner manager training and said: "Safety and standards are paramount for AAT so we are very keen to utilise the ALLMI manager courses. This type of training plays a crucial role in the ongoing review of best practice within any business, as it allows management to continually develop its understanding of the challenges faced by front line employees. Our staff were very impressed with the course and I intend to complete the training personally in the coming weeks."

ALLMI provides the following courses for managers:

- Lorry Loader Operator
- Slinger / Signaller
- Crane Supervisor
- Appointed Person
- Thorough Examiner



PUWER 9.2 "Every employer shall ensure that any of his employees who supervises or manages the use of work equipment has received adequate training for purposes of health and safety, including training in the methods which may be adopted when using the work equipment, any risks which such use may entail and precautions to be taken."



GET COMPLIANT

Our 240+ full contracting members are audited to exacting standards and adhere to strict membership requirements and industry guidelines.

NEW! SSIP accredited membership application and audit process.

NASC: Regulated. Qualified. Expert. Professional. Safe.

www.nasc.org.uk

    **NASC**



CPD IS LIVE: TWO DAY MANDATORY CPD COURSES PRIOR TO RENEWAL OF SCAFFOLDING CARDS

"HSE welcomes the introduction of this into the CISRS scheme... it will have a positive effect, particularly for those who may not have received any formal training for years."
Ray Cooke, Head of Construction Sector Safety Unit, HSE

For further information go to:
www.cisrs.org.uk

CISRS
CONSTRUCTION INDUSTRY
SCAFFOLDERS RECORD SCHEME

NASC TG20:13 eGuide Version 1.2

The NASC has released version 1.2 of the iconic TG20:13 eGuide, incorporating a number of key enhancements. The new update, supplied as a free upgrade to registered users of the TG20:13 eGuide on Windows, Mac and Android computers and devices, demonstrates the commitment of the NASC to the continuous improvement of TG20:13 to meet the demands of the scaffolding industry, both in the UK and increasingly overseas.

The principal features of the software upgrade are as follows:

1. Automatic site reference.
2. Checking a compliance sheet.
3. Reporting the permitted seasons.
4. Company logo additions.
5. Compliance sheet illustrations.
6. Build UK support.

Rob Lynch chairman of NASC TG20 Working Group and chief executive of Lyndon Scaffolding said: "The NASC has worked closely with CADS to develop this latest upgrade. Feedback from the industry-wide consultation in 2016 was carefully analysed. Version 1.2 represents a significant enhancement."

NASC managing director Robin James added: "Few can have imagined the penetration which TG20:13 has achieved since its launch in 2014. More than 2,000 copies of the eGuide have now been issued by NASC."

To coincide with the launch of version 1.2 of the TG20:13 eGuide, support with installation or activation of the eGuide is available directly from Computer & Design Service, authors of the TG20 eGuide software at support@cad.s.co.uk



NASC health & safety and technical guidance available to download

All NASC Health & Safety and Technical guidance titles (other than pocket guides and the TG20 suite of publications) are now available to download free of charge from the NASC website. The National Access and Scaffolding Confederation publishes a comprehensive and expanding range of industry guidance titles, all of which are regularly reviewed and updated by its Health & Safety and Technical committees.

NASC President Alan Lilley said: "By continuing to refine and develop new and existing guidance titles the NASC recognises its responsibility to raise industry standards, not just for its membership, but for the scaffolding industry and the construction sector as a whole. By making this Health & Safety and Technical guidance freely available to the industry the confederation is demonstrating its commitment to making the industry a safer place in which to work." Copies of all NASC guidance titles will continue to be available to purchase in hard copy format from the NASC website www.nasc.org.uk



CISRS NEWS

CISRS CPD: Two months on

The CISRS Continuing Professional Development (CPD) training has got off to a flying start since its launch on 1 July. With the help of four accredited training providers - LTC Training Services, National Construction College, Safety and Access and Simian Skill - six funded courses have been offered across the UK at centres at Inchinnan - near Glasgow, Immingham, Warrington, Bircham Newton, Erith, and Plymouth.

Places were offered free of charge on a 'first come, first served basis' to scaffolders and advanced

scaffolders who need to renew their CISRS cards before the end of this year, and around 70 of them snapped up the free places.

The courses proved to be a huge success and attracted delegates from across all sectors with those in attendance working for large companies such as Cape, Wood Group and Interserve, along with others from smaller roofing and scaffolding companies, and a good number who were self-employed.

Dave Mosley, CISRS scheme manager said: "It was really positive to see such a diverse group of scaffolders attending these courses from both large and small, National Access and Scaffolding Confederation members and non member companies, the feedback has been excellent."

Attendee Andy Ashton of Fred



Champion added: "As a scaffolder for over 30 years I attended a two day CPD course at LTC Training Services in Plymouth. My thoughts on this course before starting it was, it's going to be boring and a waste of money! How wrong was I? I found it to be very informative and well-presented, and the additional courses that came with it, more than worth its cost. So not only was I happy with it, I will be more than happy to inform colleagues that it's absolutely not wasted time or money. Many thanks."

Scott To of Hewaswater Scaffolding



said: "The content was very good and it covered most aspects of our business nicely. Initially I was sceptical, we had a wide range of scaffolders with a huge amount of experience on the course yet I can confidently say we all learned something."

For a full list of CISRS training providers offering CPD please visit www.cisrs.org.uk.

NASC

Established in 1945 NASC is the national trade body for access and scaffolding in the UK comprising over 230 leading contractors and scaffolding manufacturers. www.nasc.org.uk

NASC

CISRS

Established in the 1960s, CISRS is the industry scaffold training scheme with 60,000+ UK card holders & 4,500+ Overseas. www.cisrs.org.uk





**LIFTING,
HANDLING &
TRANSPORTATION**

**PARIS
23 - 28 APRIL 2018**

**INTERNATIONAL EXHIBITION
FOR CONSTRUCTION
AND INFRASTRUCTURE**

BUILDING TOMORROW, TODAY

YOUR FREE BADGE

AT PARIS.INTERMATCONSTRUCTION.COM
Badge orders open in November 2017

CODE:
PROMOVV

AMONG THE SECTORS
OF EXPERTISE
AT INTERMAT 2018



ROADS,
MINERALS
& FOUNDATIONS



BUILDINGS
& CONCRETE
SECTOR



EARTHMOVING
& DEMOLITION

CO-LOCATED WITH



IMF GMBH - PROMOSALONS

Bienvenue Angui

b.angui@imf-promosalons.de

Tel.: +49 221 13 05 09 09 - Fax: +49 221 13 05 09 01



#intermatparis

Demag AC 250-5

The Demag AC 250-5 has a main boom length of 70 metres and a maximum system length of 102 metres. It has been modelled by IMC Models in 1:50 scale, comes with a very good manual and the tools to assemble and operate it.

It is a very detailed model and a particular highlight is the large number of tiny graphics. The carrier has soft mud flaps fitted and the independently sprung axles are linked in groups, so they can steer independently with reasonable movement. Not every steering mode of the real crane can be reproduced.

The carrier cab looks great with high quality metal work in the engine area behind. Ladders on the carrier deck can be rotated and lowered and this works really well.

The outriggers are very good with a working pinning mechanism which allows the pads to be offset for transport. The rods have visible screw threads, but tiny graphics on the beams add to the realism. Large metal spreader plates with useable lifting points are also included with the model.

The operator's cab can be tilted to a good angle, and the side access platform can be extended and retracted. The counterweight system can be fitted in various configurations. Each slab is nicely formed with sharp graphics, and the Demag name is formed in the casting and painted.

The main boom lift cylinder is an excellent metal part with more tiny graphics, and the boom has a couple of spooling drums and other highlighted elements. The inner telescope sections have a realistic profile with thin walls, and each section has locking positions at 50 and 100 percent.

The lattice swing away extension has an all metal top section and the lattice work is reasonably good. The system for altering the offset angle is excellent and uses lockable cylinders. A key is used to operate the main winch and it has a positive

brake system. A good single three sheave hook block is included, but the model really needs a separate smaller hook to complement the extension.

IMC Models has made a really good job of the Demag AC 250-5. It has a high level of detail combined with very good functionality. It costs €297 from the Terex webshop, or is a little cheaper at model dealers.

To read the full review of this model visit www.cranesetc.co.uk

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	27
Features (max 20)	17
Quality (max 25)	21
Price (max 15)	11
Overall (max 100)	84%



Readers Letters



Access problems to construction sites

Dear Leigh

I would like to draw your attention to a problem that many Access firms are facing. The MCG (now Build UK) is enforcing a situation where no-one is allowed on their sites that does not have CSCS (Construction Skills Certification Scheme) cards. This is being enforced at the same time as that very system has hit a brick wall. IPAF cards are not being accepted and we have now had situations whereby engineers, surveyors and even drivers are being refused access to site.

I naively believed that IPAF had this sorted, and contacting CSCS is worse than a joke as they say that there are no cards available that cover our guys unless they have an NVQ!!!!

Can you raise this issue or help in any way? I know you have contacts that at least may be able to clarify the situation. We pay the tax/levy but can get NO help in resolving this. I'm starting to get desperate!!!

We decided that as this was only one of several communications we received we would not publish the name of this particular correspondent.

This was one of several communications over the past month or two concerning the issue of staff gaining access to Build UK - previously UK Contractors Group/MCG - sites due to the lack of a CSCS card which are now reserved exclusively for specific construction skills - plumber, bricklayer, carpenter etc... If they are then to use an aerial lift they also need an IPAF PAL card, but in several cases a service engineer or delivery driver with a PAL card has been refused entry.

Construction Skills previously offered the Construction Related Occupation (CRO) card but has withdrawn it after having decided to focus purely on construction skills. Build UK made the following statement: "The CLC decision and card schemes carrying the CSCS logo both relate to construction occupations only. It is recognised that due to the diverse nature of construction projects, there are occasions where a person may need to access site to perform a non-construction occupation or activity e.g. delivery of materials to site, catering staff, security guards, visitors etc and it is not expected that these individuals will carry a CSCS card. They may however still need to provide evidence that they can carry out their task safely. They may also require a separate risk assessment and additional supervision." This final aspect could easily be satisfied with a PAL or PASMA card, both of which are approved by CSCS, while ALMI and CISRS/NASC cards can be ordered with a CSCS logo. A bulleting covering this subject is available on <https://builduk.org/wp-content/uploads/2017/07/Training-Standard-July-2017.pdf>

Ed

Can't wait

We could not help ourselves including this letter which was among several dozen new subscription requests received last month.

To the Vertikal Press

Please find cheque number xxxxxx enclosed for a subscription to your magazine 'Cranes & Access'. I cannot keep waiting for friends to send me their copies. Many thanks

If you want to make sure you get a copy every month - or just fancy supporting our efforts a form can be found on page: 75

The following letter was received from Paul Adorian, past managing director of IPAF, owner of the industry's notified body PAC and one of the first pioneers of the powered access industry in the UK at John Laing's EPL. His wife Ruth was diagnosed with Motor Neurone Disease almost 10 years ago and given three years to live. She has not only defied all the odds but continues to work in spite of the fact that she is almost completely paralysed. The couple formed a charity AID to push for proper standards for disabled facilities in hotels and public buildings after having experienced the appalling and misguided and half-hearted efforts that most establishments had made to comply with current regulations that provide very little guidance to what is really needed. They have also been supporting some ground-breaking research into a new drug that is showing extraordinary promise to helping those suffering from a wide variety of neuro-related diseases, although sadly it is too late to provide significant help for Ruth Adorian. He is asking for the industry's help in raising £1 million to support the human trials, assuming that the current trials with mice conclude as positively as it looks. The charity can be contacted via www.disabledday.org or through the Vertikal Press.

A charity for access

Dear Leigh,

The Association for the Independence of Disabled People was created as a direct result of founder and chairman, Ruth Adorian, being diagnosed with Motor Neurone Disease in 2007. This mind-blowing diagnosis was finally confirmed after 12 months of tests and visits to Neurologists, resulting in the verdict: "if you are lucky, your life expectancy is three years". Ruth's response was a very blunt "We'll see about that."

This little charity now trading as AID is blossoming into an organisation determined to help disabled people in a number of ways. We wish to improve essential facilities in a variety of areas where the needs of disabled people have not been met, despite regulations which authorities either fail to enforce or in all too many cases completely ignore. As an example of the problems frequently encountered by seriously disabled people, the provision of bathroom and toilet facilities in hotels and other buildings leaves much to be desired. Their layout is of critical concern to such people but all too often the WC is placed in a corner, or up against a bath or hand wash basin, preventing carers to position themselves on either side of the disabled person.

This problem has been addressed by AID over the past few years and following a meeting with the Minister of Housing and lengthy correspondence. BSI has published a revision of the Building Regulations with proposals for a suitable layout of bathrooms and toilets to accommodate the needs of the seriously disabled.

The current major project of AID, comes from our involvement with Lancaster University's research into a new drug, Liraglutide, identified by professor Christian Holscher to help sufferers of Parkinson's and Motor Neurone Disease. We have already helped raise funds to cover the cost of a pre-clinical trial with mice - which is due to conclude this month and which has already shown remarkable potential to help those suffering from Parkinson's. Assuming that this trial ends as expected, there will be a requirement to raise a further £1 million to ensure that a full clinical trial on humans can follow. The drug has the potential to help a wide range of people suffering with neuro related diseases, including Alzheimer's.

The initial purpose of AID is to improve access for disabled people and we feel that there is a very strong psychological link for the word access, which means so much to disabled people and so much to those who need to work off the ground. Wouldn't it be wonderful if the powered access industry took on board the idea of enabling access for the disabled by donating funds to support this important drug trial. If successful, it will improve the lifestyle of some 90,000 people suffering from MND/ALS (Amyotrophic Lateral Sclerosis as known in the USA) worldwide.

The access industry has enjoyed some wonderful success. This drug trial presents an equally wonderful opportunity for an industry to contribute the funds that could bring such welcome relief to so many people around the world.

Please help us to raise the funds required for the full clinical trial of this incredible drug.

Paul Adorian

Association for the Independence of Disabled People
Windermere LA23 1JQ, Cumbria Tel: 015394 48459
E-Mail: paul@dday.org.uk www.disabledday.org



Dear Leigh

As promised the following is an obituary to my friend and colleague Bill Murray. As you know we will be organising a memorial to celebrate his life in Uxbridge on September 2nd.

Bill Murray, who died on 19 June at the age of 87, was my closest friend in the Crane Industry. We first met in 1962 when he joined Coles Cranes as an Export Sales Executive, where I had already served five years. Bill brought with him a lot of experience from a varied career before then. Born in Scotland (he never lost his soft brogue), he followed his schooling with a five year engineering apprenticeship with Hendersons of Aberdeen. He then joined the Merchant Navy and served as a junior engineering officer on troopships sailing to the Far East, travelling between Kobe and Pusan during the Korean War. Following that he worked for the Elder Dempster Shipping Line travelling to and from West Africa. In 1955 he went out to India as an engineer on Tea Plantations for three years, returning briefly to UK in 1957 after marrying his wife, Liz, he then moved to another assignment in Ceylon with Walker & Son. The couple finally came back to the UK in 1961.

Bill spent most of his selling days for Coles in Scandinavia, but he volunteered to help me out on a very long trip to Poland in 1963, a favour I have never forgotten. Trips of a month were quite usual for us married export salesman (a long suffering wife was an essential), but this would have been two months for me but for Bill, and this cemented our friendship. After I left Coles in 1965, Bill added Poland to his portfolio. By the time that I returned to the Steel Group in 1970, Bill had moved to the Crane and Machinery Services, the used equipment division of Coles, serving as manager up until the Acrow group collapse in 1984. He then set up on his own and again we co-operated when I had established my small crane and excavator agency in Poland. When lack of money in the immediate post-Communist era made sales of new equipment very difficult, finding a market

outside of Poland for used Coles cranes was a life-saver for me, thanks to Bill.

Bill was never a high pressure salesman, but he gained the confidence of his many customers with a blend of charm and wit, backed by his wide experience.

He will always be particularly remembered for his wonderful sense of humour - as a young man he has been known to walk across the road on his hands! Right up until weeks before his death, despite failing health, he continued to send out witty e-mails to his many friends. An ex-Rugby Union player, he was a keen fan, and, after Scotland or Wales (the land of my fathers) had played in the Six Nations, it was a matter of rivalry between us as to who would pick up the phone first to discuss the match. He had an amazing laid-back philosophical attitude to life which I often envied. He will be sorely missed by wife Liz, daughter Jane and son Michael, and by many others too.

Yours

Dick Lloyd



CRANE SAFETY 2017 DELIVERING EFFECTIVE ENGINEERING SOLUTIONS

Institution of
**MECHANICAL
ENGINEERS**

20 September 2017
One Birdcage Walk,
London

Hear insights from leading construction companies about recent projects and practical guidance from the industry regulator. Join roundtable discussions that will explore the key issues being faced in major construction projects and identify methods to overcome them.

This is a unique opportunity to learn industry best practice and understand how you can avoid legal and financial challenges for yourself and your company.

Hear guidance from:

- Health and Safety Executive
- Construction Plant-hire Association
- Safety Assessment Federation
- Bowmer and Kirkland
- Liebherr-Great Britain Ltd
- Multiplex

- Mace Group
- Costain Group
- Liebherr-Great Britain Ltd
- Keltbray
- Heerema Marine Contractors

MEDIA PARTNER:

Vertikal
.net

www.imeche.org/cranesafety2017

Whats on?

2017

Europlatform 2017

13-14. September 2017
IPAF Conference
Warsaw, Poland
Tel: +44 (0)15395 66700
www.europlatform.info

Crane Safety 2017

September 20 2017
UK Crane Safety conference by the Institution of Mechanical Engineers
London, UK
Tel: +44 (0)20 7973 1304
www.imeche.org/cranesafety2017

ICUEE - The Demo Exp

October 3-5, 2017
The US show for the utility industry
Louisville, Kentucky, USA
www.icuee.com

GIS 2017

October 5-7, 2017
The Italian Cranes & Access Show
Piacenza, Italy
Tel: +39 010 5704948
www.gisexpo.it

CICA Conference 2017

October 19-21, 2017
Australian crane industry conference
Adelaide, Australia
Tel: +61 (0)3-9501 0078
www.cica.com.au

HCEA convention & show

November 3-5, 2017
Historical/vintage equipment show
Carthage, North Carolina, USA
www.hcea.net

2018

The Rental Show 2018

Atlanta
February 18-21 2018
New Orleans, USA
Tel: +1 800 334 2177
www.therentalshow.com

IPAF Summit 2018

March 8th, 2018
Annual summit and awards dinner.
Miami USA.
Tel: +44 (0)15395 66700
www.ipaf.org

Bauma Conexpo Africa

March 13-16 2018,
The construction equipment show for Africa
Johannesburg, South Africa
Tel: +49 89 949 20251
www.bcafrica.com

Intermat 2018

April 23-28 2018,
International construction equipment show
Paris France
+33 (0)1 76 77 15 77
www.paris-en.intermatconstruction.com

Vertikal Days 2018

UK/Ireland crane and access event.
May Silverstone
Tel: +44 (0) 8448 155900
www.vertikaldays.net

HIRE18

May 30-31, 2018
Hire and Rental Industry Association annual convention, Brisbane
Convention and Exhibition Centre, Australia.
Tel: +61 (0)2 9998 2255
www.hireandrental.com.au

2019

Bauma 2019

World's largest construction equipment exhibition, April
Munich, Germany
Tel: +49 (0) 89 51070
www.bauma.de

2020

Conexpo 2020

March 10-14, 2020
The leading US construction show.
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com

Visit www.Vertikal.net/en/events for a full listing of events with direct links to the organisers.

Marketplace

RECRUITMENT . USED EQUIPMENT . REPLACEMENT PARTS . RENTAL . SAFETY EQUIPMENT

cranes & access

FOR USERS & BUYERS OF LIFTING EQUIPMENT

Cranes & Access reaches over six times as many UK/Irish buyers of aerial lifts and lifting equipment than any other crane or access magazine, along with an exceptionally strong international readership, with over 15,000 lifting related professionals around the world reading either the printed or online editions of the magazine.

Given the wide global readership you will be surprised at how cost effective it can be as a medium to promote your products or services.

ADVERTISING:

The Vertikal Press Ltd.
PO Box 6998, Brackley,
NN13 5WY UK.
Tel: +44 (0)8448 155900
Fax: +44 (0)1295 768223
E-mail: advertising@vertikal.net

GERMANY:

+ (49) (0)761 189786615.

ADVERTISEMENT

M. Stemick GmbH
Kran- u. Baumaschinenhandel

CRANES FOR SALE





ALL TERRAIN-CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
20t Gottwald AMK 31-21	1984	4x4x4	20,50m
30t Faun ATF 30-2 L	2001	4x4x4	28,50m + 12,20m
35t Liebherr LTM 1030-2.1	2005	4x4x4	30,00m + 15,00m
35t Liebherr LTM 1030-2.1	2006	4x4x4	30,00m + 15,00m
35t Grove GMK 2035	2004	4x4x4	29,00m
45t Faun ATF 45-3	2006	6x6x6	34,00m + 15,20m
50t Grove GMK 3050	1999	6x6x6	38,10m + 15,00m
50t Terex-Demag AC 50-1	2007	6x6x6	40,00m + 17,60m
55t Grove GMK 3055	2006	6x6x6	43,00m
55t Liebherr LTM 1055-3.1	2006	6x6x6	40,00m + 16,00m + Runner
60t Faun ATF 60-3	2004	6x6x6	40,20m + 16,00m
80t Faun ATF 80-4	2005	8x8x8	48,50m + 16,00m + Runner
80t Terex-Demag AC 80-2	2004	8x8x8	50,00m + 17,60m
80t Terex-Demag AC 80-2	2003	8x8x8	50,00m + 17,60m + Runner
80t Liebherr LTM 1080/1	1999	8x8x8	48,00m + 19,00m
90t Liebherr LTM 1090/2	2002	8x8x8	52,00m + 19,00m
100t Grove GMK 5100	2001	10x8x10	51,00m + 26,00m
100t Grove GMK 5100	2002	10x8x10	51,00m + 18,00m
100t Liebherr LTM 1100/2	2001	10x8x8	52,00m + 19,00m
120t Grove AT 9120 E	1995	10x8x8	48,00m + 17,70m
120t Terex-Demag AC 120-1	2009	10x6x8	60,00m + 17,60m
160t Tadano Faun ATF 160G-5	2005	10x8x8	60,00m + 13,20m
200t Liebherr LTM 1200-5.1	2009	10x8x10	72,00m + 22,00m
250t Liebherr LTM 1250/1	2004	12x8x10	72,00m + 42,00m + 63,00m
400t Liebherr LTM 1400-7.1	2007	14x8x12	60,00m + 56,00m + 84,00m

RT-TELESCOPIC-MOBILE CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25t Kato KR 250	1998	4x4x4	26,70m + 7,00m
80t Grove RT 890 E	2008	4x4x4	43,00m

YARD-CRANE

Make / Type	y. o. m.	Drive	Boom / Fly Jib
14t Demag V 73	1987	4x2x2	13,10m

M. Stemick GmbH
Kran- u. Baumaschinenhandel
Import - Export
D-45721 Helldorn / Germany

Tel: +49-2364 - 108203
Fax: +49-2364 - 15546
Mobile: +49-172-2332923
e-Mail: info@stemick-krane.de
Internet: <http://www.stemick-krane.de>

Import • Export

RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT

72 cranes & access August/September 2017



Emerson are an established Crane, Training & Transport business operating across London and the South of the UK. We are looking for qualified and experienced professionals that can add value to Emerson. In return, we offer excellent rates of pay and great opportunities to progress within.

Open Vacancies:

- Mobile Crane Operators
- Appointed Person
- Lift Supervisor
- Slinger/Signaller

For more information or to join our team of qualified professionals, please contact us on 020 8548 3900 Opt 4 or apply here: www.emersoncranes.co.uk/careers

WEST LONDON EXPANSION



WE ARE EXPANDING JOIN THE QUICK REACH TEAM!



**HIRE DESK CONTROLLER WITH OPPORTUNITY
TO BECOME FIELD SALES MANAGER**

**Want to work for an innovative company where your
voice is not only heard but valued?**

Due to expansion we have an exciting opportunity available in London supporting our Withan depot. We are looking for an ambitious hire desk controller wanting to develop their sales skills. Full training and benefits will be provided, the candidate must have plenty of enthusiasm and motivated to actively seek out, build and maintain business in the South.

Full job description

www.quick-reach.co.uk/careers.php
 Email Jo.Anderson@quick-reach.co.uk
 with your CV and Covering Letter.



T:0845 602 2733

W:www.quick-reach.co.uk



For the successful and expanding training school at our Biggleswade headquarters and to further enhance after-sales product support for our valued mobile and crawler crane customers, Liebherr Training Services is looking to recruit an

Operator Trainer – Mobile & Crawler Cranes

Your Responsibilities

- As a member of our training school instructor team, develop and carry out training courses and CPCIS testing/examining for both company and external candidates
- Provide operator familiarisation for our customers on mobile and crawler cranes, ensuring compliance with industry legislation
- Demonstrate cranes for customers and carry out operator inductions on new cranes
- Ensure training activities and qualifications are achieved in accordance with national standards
- Carry out lifting equipment examinations at our UK and Ireland locations
- Be prepared to travel widely to work with customers both in the UK and abroad and attend trade shows as required
- Reflect the high levels of professionalism projected by Liebherr Training Services and enhance the corporate image at all times

Your Profile

- Experienced and with a strong relevant background in the crane industry
- Possess a CPCIS operator's card for at least 5 years (mobile cranes and slinger/signaller categories)
- CPCIS tester and training card an advantage but training would be provided to achieve these
- Self-motivated, able to work with minimal instruction and also work as an integral part of a professional team
- Excellent interpersonal and communication skills and a strong customer service ethic
- Good IT skills and an ability to apply training to new systems

What We Offer

- An opportunity to work with an industry-leading manufacturer
- A secure and progressive work environment
- A competitive remuneration package
- Training and personal development programmes

Liebherr is a world-class manufacturer of construction machinery, with an enviable reputation for engineering excellence and employing over 35,000 people worldwide. The successful UK operation is responsible for the sales, servicing and rental of Liebherr equipment throughout the United Kingdom and Ireland.

Liebherr Great Britain Limited
 Normandy Lane
 Station Business Park
 Biggleswade
 Bedfordshire
 SG18 8GB

Applications in writing, with a detailed C.V. and salary expectations, should be sent to Amanda Wells at the above address or by e-mail amanda.wells@liebherr.com



THE BIGGEST EUROPEAN EVENT OF THE YEAR DEDICATED TO THE LIFTING, INDUSTRIAL & PORT HANDLING EQUIPMENT AND HEAVY TRANSPORT VEHICLES



Giornate Italiane del Sollevamento e dei Trasporti Eccezionali
The Lifting, Industrial & Port Handling and Heavy Transport Show
 Piacenza, Italy 5-7 October 2017



www.italawards.it



www.italplatform.org



www.ilta.biz

For info and stand booking: info@gisexpo.it - Ph. +39 010 5704948

HUNDREDS OF MACHINERIES ON DISPLAY



Vertikal.net
 Subscribe online at
 www.vertikal.net

Subscribe to **cranes & access**

The only way to guarantee that you receive every issue

Subscription Application Form

Please complete this form and either fax back on +44 (0) 1295 768223 or +49 (0) 7618 866814 or post to The Vertikal Press, PO Box 6998, Brackley, NN13 5WY, UK. Tel: +44 (0)8448 155900

Name _____ Please start my one year subscription to
 Cranes & Access at the rate of:

Company _____ £40.00/€60 (UK and Irish addresses only)

Job Title _____ €75.00 (Rest of Europe)

Telephone _____ \$110.00 / £60.00 (Other regions)

Address _____ I enclose a cheque made payable to The Vertikal Press

Zip/Postcode _____ Please invoice me

Country _____ I enclose an international money order

Telefax _____ Please charge to my credit card

Email _____ Name _____

Card number _____

Expiry date _____

Security code _____

USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED

Access Equipment Manufacturers

The Access Platform Company	www.accessplatformcompany.co.uk
Ascendant Access	www.ascendantaccess.com
Aichi	www.aichi-corp.jp
AIRO	www.airo.com
Alimak Hek	www.alimakhek.com
ATN	www.atnplatforms.com
Barin	www.barin.it
Biljax	www.biljax.com
Böcker Maschinenwerke	www.boecker-group.com
Bravi	www.bravisol.com
Bronto Skylift	www.brontoskylift.com
CMC	www.cmclift.com
Co.Me.T	www.officinemet.it
CTE	www.ctelift.com
DENKA-LIFT	www.rothlehner.com
Dino Lift	www.dinolift.com
Dingli	www.cndingli.com
Easylift	www.easy-lift.it
Falck Schmidt	www.tcalift.com
GEDA-Dechentreiter	www.geda.de
Genie	www.genielift.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Imer Access	www.imergroup.com
Isoli	www.isoli.com
Iteco	www.imergroup.com
JLG	www.jlgeurope.com
Klaas	www.utility-equipment.com
Klubb France	www.klubb-france.fr
Ladder Safety Devices	www.laddersafetydevices.co.uk
Leader	www.leader-piatt.it
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
Mantis Access	www.mantisaccess.co.uk
Mantall	www.mantall.com
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Niftylift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Ommelift	www.ommelift.dk
Palazzani Industrie	www.palazzani.it
Palfinger Platforms	www.palfinger-platforms.com
Planet Platforms	www.planetplatforms.co.uk
PB Lifetechnik	www.pbgmbh.de
Platform Basket	www.platformbasket.com
Power Towers	www.powertowers.com
Ranger tracked access	www.tracked-access.co.uk
Runshare	www.runshare.net
Ruthmann	www.ruthmann.de
Sinoboom	www.sinoboom.com
Skyjack	www.skyjack.com
Snorkel	www.snorkelusa.com
Socage	www.socage.it
SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.com
Turner Access	www.turner-access.co.uk
UTS Sales & Repairs	www.towersandpodiums.co.uk
Versalift distributors (UK)	www.versalift.co.uk
Youngman	www.youngmangroup.com

Scaffold Towers

Eurotowers	www.eurotowers.co.uk
Instant	www.instantupright.com
Lyte Industries	www.lyteladders.co.uk
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
GEDA-Dechentreiter	www.geda.de
Klaas	www.utility-equipment.com
SGB	www.sgb.co.uk
LTC Hoists Division	www.lchoists.co.uk
Safi	www.safi.it

Specialist Scaffolding

Advance Scaffolding (SW)	www.advancedscaffoldingltd.co.uk
SGB	www.sgb.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
ABBA Plant Hire	www.abbaplanthire.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Actual Access	www.actualservices.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Aerial and Handling Services	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AFI- Uplift	www.afi-uplift.co.uk
A-Plant	www.aplant.com
ASR Access Platforms	www.access-platforms.com
ATP	www.atphire.com
Bluelift	www.bluelift.ie
Drammen Liftutleie AS	www.drammenlift.no
Elevation	www.elevation.net
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Hird	www.hird.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
JMS Plant Hire	www.jms-planthire.co.uk
Kimberly Rentals Group	www.kimberlyaccess.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
LTC Powered Access	www.ltcpoweredaccess.co.uk
LTC	www.ltcaccess.co.uk
Mainline Access	www.mainline-access.co.uk
Manlift Hire	www.manlift.ie
Mays Access Platform Services	www.mapsplatforms.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
North American Rentals	www.bigbooms.com
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Rival	www.riwal.com
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Universal Platforms	www.universalplatforms.com
Warren Access	www.warrenaccess.co.uk
Wilson Access	www.wilsonaccess.co.uk

Notified Body

Powered Access Certification	www.pac.uk.com
------------------------------	--

New & Used Platforms

Access Platform Sales (APS)	www.iapsgroup.com
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Facelift	www.facelift.co.uk
Flesch	www.Flesch-Arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genielift.com
GSR Aerial Platforms UK	http://en.gsrspa.it
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
Hird	www.hird.co.uk
JLG	www.jlgeurope.com
JMS Plant Hire	www.jms-planthire.co.uk
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.kunze-buehnen.com
Lavendon Sales	www.lavendonales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie
Mech-Serv (GB)	www.mech-serv.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/sales/
North American Rentals	www.bigbooms.com

Rothlehner	www.rothlehner.com
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Reachmaster (USA)	www.reachmaster.com
Rival	www.riwal.com/used
Turner Access	www.turner-access.co.uk
TVH - Group	www.tvh.com
Universal Platforms	www.universalplatforms.com
Utility Equipment	www.utility-equipment.com
Vertimac	www.vertimac.com
Wilson Access	www.wilsonaccess.co.uk
Workplatform	www.workplatformltd.co.uk

Special/Bespoke Access & Lifting Solutions

Access Platform Sales (APS)	www.iapsgroup.com
GT Lifting Solutions	www.gtliftingltd.co.uk
Ladder Safety Devices	www.laddersafetydevices.co.uk
JMS Plant Hire	www.jms-planthire.co.uk
Liftright Access	www.liftrightaccess.com
Mantis Access	www.mantisaccess.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
Planet Platforms	www.planetplatforms.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Ranger Equipment	www.spiderlift.co.uk
Warren Access	www.warrenaccess.co.uk/hire
Working At Height Ltd	www.workingatheightltd.com
Workplatform	www.workplatformltd.co.uk

Special & Niche Access

Acrolift	www.acrolift.co.uk
DENKA Narrow	www.rothlehner.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Facelift	www.facelift.co.uk
Height for Hire	www.heightforhire.com
High Access Hire	www.highaccesshire.co.uk
Higher Access	www.higheraccess.co.uk
JMS Plant Hire	www.jms-planthire.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Smart Platform Rentals	www.smartplatforms.co.uk
Special Equipment	www.special-equipment.eu
Universal Platforms	www.universalplatforms.com
Utility Equipment	www.utility-equipment.com
Wilson Access	www.wilsonaccess.co.uk

Special Lift & Transport Equipment

Arnold Scherlast GmbH & Co.KG	www.arnold-scherlast.de
Collett A Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Heavy Transport/Abnormal Loads

Collett A Sons, UK	www.collett.co.uk
S.A. Smith	www.sa-smith.co.uk

Self-Propelled Modular Transporters

Collett & Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	www.dieci-telehandlers.co.uk
Genie	www.genielift.com
Haulotte	www.haulotte.com
JLG	www.jlgeurope.com
Manitou	www.manitou.com
Merlo	www.merlo.co.uk

New & Used Telehandlers

Dieci Telehandlers	www.dieci.com
GT Lifting Solutions	www.gtlift.co.uk
Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Rival	www.riwal.com/used
TVH Group	www.tvh.com
Vertimac	www.vertimac.com
VHS Vissers Heftruck Service	www.vhsblad.nl

Telehandler Rental

ABBA	www.abbaplanthire.co.uk
GT Lifting Solutions	www.gtliftingltd.co.uk
JMS Plant Hire	www.jms-planthire.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

Access Safety Management	www.accesssafety.co.uk
Alfa Access Services	www.alfa-access-services.com

Industry Associations

ALLMI	www.allmi.com
CICA	www.cica.com.au/
CISRS	www.cisrs.org.uk
CPA	www.cpa.uk.net
EWPA	www.ewpa.com.au

Timbermat Ltd

Hardwood Crane Mats



Timbermat Ltd provides expert advice with over 25 years' experience in the mat industry and over 40 years in Civil Engineering. Ideally used for crane access and outrigger pads, Timbermat offer an extensive range in various sizes to suit every application. Our service is prompt and efficient with quick delivery throughout the UK and Europe.

(Freephone)

08000 12 12 31
+44 161 442 3157
www.timbermat.co.uk

- Timbermats own UK-based production facility now in full operation.
- Manufactured to the highest standards using quality sourced timbers.
- Competitive rates for hire and sales, built around your projects budget.
- Manufactured using superior hardwood timbers, Eki, Okan, Dabema and Oak.
- FSC, PEFC and EUTR certified and sustainable timbers used in all of our production.
- ISO 9001, ISO 14001 and FSC certified company.





LONDON TOWER CRANES



ALL CRANES AVAILABLE

Luffing & Saddle Jibs

Jost **Jost** Saez **SAEZ**

Yongmao **YONGMAO** Comedil **TEREX | COMEDIL**

Worldwide Sales Nationwide Hire

Spare Parts Supply Maintenance & Technical Support

4 Elstree Way, Borehamwood, Hertfordshire, WD6 1RN
 Tel: 020 8327 4060 - Fax: 020 8236 9391
sales@londontowercranes.co.uk
 Web: www.londontowercranes.co.uk



Did you know ?

Cranes & Access

is read in the following countries:

UK, Germany, United States, Netherlands, France, Italy, Australia, Canada, Belgium, Austria, Ireland, Sweden, Switzerland, Japan, Finland, Denmark, Poland, United Arab Emirates, China, Norway, Singapore, New Zealand, Spain, Russia, India, Morocco, Turkey, Malaysia, Czech Republic, South Korea, Hong Kong, South Africa, Brazil, Ukraine, Hungary, Saudi Arabia, Romania, Greece, Slovak Republic, Thailand, Qatar, Mexico, Serbia, Bulgaria, Chile, Israel, Portugal, Oman, Indonesia, Bahrain, Luxembourg, Vietnam, Pakistan, Taiwan, Slovenia, Philippines, Malta, Colombia, Latvia, Iran, Trinidad and Tobago, Croatia, Cyprus, Ethiopia, Iceland, Sri Lanka, Lithuania, Kuwait, Argentina, Algeria, Liechtenstein, Estonia, Sudan, Peru, Egypt, Jamaica, Ghana, Cape Verde, Iraq, Nigeria, Angola, Lebanon, Mongolia, Albania, Azerbaijan, Kazakhstan, Jordan, Belarus, Tunisia, Guatemala, Bangladesh, Isle of Man, Moldova, Tanzania, Kyrgyzstan, Mauritius, Bosnia-Herzegovina, Venezuela, Macedonia, Dominican Republic, Uruguay, Kenya, British Virgin Islands, Ecuador, Bolivia, Democratic Republic of Congo, Libya, Panama, Costa Rica, Jersey, Georgia, Uganda, Laos, Macau, Barbados, Cayman Islands, Puerto Rico, Paraguay, Yemen, Cambodia, Myanmar, Surinam, Guernsey, Palestinian Territories, Honduras, Guam, French Guyana, Botswana, Namibia, Mozambique, Faroe Islands, Maldives, Guyana, Somalia, Brunei Darussalam, Reunion, Turkmenistan, Papua New Guinea, Montenegro, Gambia, Armenia, Uzbekistan, Andorra, Mauritania, Monaco, El Salvador, Zambia, Bermuda, Falkland Islands, Fiji, Togo, Rwanda, Senegal, Congo, Cameroon, Virgin Islands, Belize, Djibouti, Benin, Afghanistan, New Caledonia, Cuba, Nicaragua, Antigua and Barbuda, Liberia, Bahamas, Aland islands, Ivory Coast, Tadjikistan, Palau, Syria, Saint Vincent & Grenadines, Dominica, Gibraltar, Chad, Saint Kitts & Nevis, Anguilla, Tokelau, Nepal, Cook Islands, Bhutan, Martinique, Haiti, Aruba, Zimbabwe.

Results are for January 2016 and include printed copies - currently posted to 83 countries - and digital copies downloaded from www.vertikal.net or the Magzter newsstand.

e: einfo@ab2000.co.uk
www.ab2000.co.uk



- MOBILE CRANES 35-200 TONS
- CITY CRANE
- CPA & CONTRACT LIFT SERVICE
- RIGGERS. SLINGERS - APPOINTED PERSONS
- TEST WEIGHT HIRE
- MACHINERY MOVEMENT SERVICE
- HIAB & LOW LOADER TRANSPORT
- FULL PLANT HIRE SERVICE AVAILABLE
- ALL OPERATORS FULLY CPC'S CERTIFIED
- CALL FOR A FREE SITE VISIT AND QUOTATION



95 Westburn Drive, Cambuslang, Glasgow G72 7NA
 Glasgow (Head Office) 0141 646 1212 | Nairn 01667 456702
 Aberdeen 01358 788 000



HIGH CAPACITY CRANE PADS



+44 (0)1952 671403
outriggerpads.co.uk

BE CONFIDENT. BUY QUALITY.

facelift

access and safety made easy

OVER 200 NEW & USED MACHINES FOR SALE

Email: sales@facelift.co.uk
 Tel: +44 (0)1444 88 09 13



Vehicle Mounted

Make	Working Height	Year
Bronto S34MDT	34m	2001-2003
Bronto S46XDT	46m	2005
Bronto S52XDT	52m	2006-2008
Ascendant A12.5VM	12.5m	2011-2013
Ascendant A15VM	15m	2010
Ascendant A17-12T	17m	2009
Ascendant A22-17TJ	22m	2006-2012
GSR E290PX	29m	2008
GSR 160P	16m	2003-2013

Scissor Lifts

Skyjack SJ12	5.6m	2012
Skyjack SJ16	6.7m	2012
Skyjack SJ3219	7.6m	2011
Skyjack SJ3226	9.7m	2011-2012
Skyjack SJ4632	11.6m	2011-2012
Snorkel TM12	5.8m	2012

Self Propelled Booms

Make	Working Height	Year
Haulotte H21TX	21m	2006
Haulotte H23TPX	23m	2006
Haulotte H25TPX	25m	2006-2008
Nifty HR12NDE	12.2m	2007-2012
Nifty HR15NDE	15m	2007-2012
Nifty HR17D 4x4	17.2m	2007-2008
Nifty HR17NDE	17m	2011
Nifty HR21D 4x4	20.8m	2007-2008
Skyjack SJ46AJ	16.1m	2012
Haulotte Star 10	10m	2012-2013

Trailer Mounted & Narrow Access

Nifty 170HDET	17m	2012
Denka DL22N	22m	2003-2007
Falck Schmidt FS290	29m	2007

Spares & Repairs

Make	Working Height	Year
Alchi TZ12	14m	2001
Denkalift DL22N	22m	2001-2007
Genie Z30/20N	11.1m	1996
Genie Z45/22	15.8m	1996
Grove Toucan 1010	10.1m	2000
Haulotte H25TPX	25m	2008
Haulotte HA16	16m	2006
Haulotte Compact 10DX	10m	2007
Haulotte Quick Up 14	14m	2003-2008
Nifty HR12NDE	12.2m	2005-2008
JLG 15VP	15m	2001
Nifty 120	12m	2007
Skyjack SJ4632	11.6m	2011
Skyjack SJ9250 4x4	17.1m	2008
Falck Schmidt TS24	29m	1994
Haulotte Star 10	10m	2011
Nifty V100	10.8m	2001
Mantis 20/22	22m	1996

www.facelift.co.uk



FOR SALE & WANTED



Diesel Engines Marine & Industrial and Spare Parts
Gearboxes, Diesel Generators,
Diesel Power Packs, Diesel Water pumps,
Diesel & Electric Compressors, Forklifts,
Diesel & Electric Hydraulic power Packs,
New 6" & 4" Lay flat high Pressure Hose,
Hiab Cranes, Winches etc





Following Makes Available ex stock
• A.E.C • Bedford • Cummins • Caterpillar • Daf
• Detroit • Deutz • Dorman • Doosan • Enfield
• Fiat • Ford • Foden • Gardner • Iveco • John Deere
• Lister • Lombardini • Man • Mercedes • Mercruiser
• Paxman • Perkins • Rolls Royce • Ruggerini • Yanmar



TO FIND OUT MORE VISIT OUR ONLINE SHOP
www.winchestermarineindustrial.com
or find us on 

WINCHESTER MARINE Ltd
The Old Grainstore, Manby Middlegate, RAF Manby,
Louth Lincolnshire LN11 8UT
Tel 00 44 (0) 1507 327 100
Fax 00 44 (0) 1507 327 103
Email: info@winchestermarine.net
Email: winchestermarine@btconnect.com
www.winchestermarine.net















NICK MURRAY ACCESS PLATFORMS

Nick Murray Access Platforms have recently relocated to Ludlow and have expanded the range of used Vehicle Mounted Access Platforms we have for sale. We have between 30 and 40 platforms for sale, including a number of 2017 ex-demo and brand new & unused MEVPs including 3.5T units.

FINANCE AND LEASE PACKAGES ARE AVAILABLE

Visit us to see what we have in stock, or call/email to get an up-to-date stocklist.

We buy fleets of vehicle mounted access platforms, if you're upgrading your fleet why not sell us your old one for one easy transaction.

Telephone: 01584 711115 / 07904 413684
Email: nick@nickmurrayaccessplatforms.co.uk
Nick Murray Access Platforms, Station Yard, Station Road, Woofferton, Ludlow, Shropshire SY8 4AW

www.nickmurrayaccessplatforms.co.uk

DELLEN CRANES LTD

- Crawler crane hire from 50t to 300t
- Used crawler crane sales
- Crawler crane spare parts
- Test weight hire
- Fabrication of crane parts including boom sections
- Major overhauls including electric and hydraulic systems
- Site repairs and servicing for crawler cranes
- Ancillary equipment such as hooks, booms and grabs

Crawler cranes for sale

NCK HC90 90t, Year 2000, 51m Boom 18m fly jib, runner jib

Liebherr LR1100 100t, Year 2002, 53m boom

Liebherr LR1100 100t, Year 2002, 53m boom

Fuwa QUY150 150t, Year 2008, 63m boom, 31m fly Jib, runner jib

111 Station Road, Selston, Nottinghamshire NG16 6FF, England
Tel: +44 (0) 1773 581001 Fax: +44 (0) 1773 580483
Email: info@deldencranes.co.uk Web: www.deldencranes.co.uk



Pfeifer Heavy Machinery are a family owned and operated worldwide heavy machinery trader. Established in 1996 and with over 20 years experience, we have a trusted global reputation.

Through our long established network of suppliers and by focusing on the purchasing of larger packages of equipment, we always have a diverse inventory of quality used stock on offer.



SNORKEL - S4732E
Scissor lifts
Electric, 4x2
11.0m Working Height,
2015 | PHM-Id 09202

€9,900



SNORKEL - S3226E
Scissor lifts
Electric, 4x2 Drive,
9.0m Working Height,
2015 | PHM-Id 09189

€8,400



JLG - M3369
Scissor lifts
Bi Energy, 4x4 Drive,
12.0m Working Height,
2013 | PHM-Id 09217

€23,900



**HOLLAND LIFT -
TWINSTAR A200DL**
Scissor lifts
Diesel, 4x2x2 Drive,
22.0m Working Height,
1997 | PHM-Id 09150

€13,900



JLG - M450AJ
Articulating boom lifts
Bi Energy, 4x2 Drive,
15.0m Working Height,
2012 | PHM-Id 09212

€29,900



ATN - ZEBRA 12
Articulating boom lifts
Diesel, 4x4 Drive,
12.0m Working Height,
2013 | PHM-Id 09215

€19,900



GENIE - S105
Boom lifts
Diesel, 4x4x4 Drive,
34.0m Working Height,
2008 | PHM-Id 09213

€47,500



MERLO - MPR30
Articulating boom lifts
Diesel, 4x4x4 Drive,
32.0m Working Height,
2009 | PHM-Id 08898

€59,500



KATO - KR22H-2
Telescopic Cranes
22t, 4x4x4,
7m Extendable Jib,
2004 | PHM-Id 09066

€79,500



PEINER - ABK 42-80
Tower Cranes
6t, 42m Flight
28m Lift Height,
Manual Transmission
1998 | PHM-Id 09000

€89,000




LIEBHERR - MK100/110
Tower Cranes
8t, 52m Flight
68m Lift Height, Intarder
2006 | PHM-Id 08998


€479,000





FAUN - ATF 65-G4
Telescopic Cranes
65t, 8x6x8
16m Double Jib, 44m Boom
2007 | PHM-Id 09203


€249,000


 **Best price/quality ratio**
Best price, best quality and best service.

 **Transport information**
We are able to transport the machine from door to door to every desired destination.





 **Tests & Inspection**
We offer the possibility to deliver all the machines tested.




 **Maintenance and repair**
We take care of the desired repair work, check-ups, inspections and controls.

 **Required documents**
We provide all required CE, export, Certificate of Origin and EUR1 documents.

 **Sell us your equipment**
We are always looking for equipment to buy for stock.

Contact us today!

 UK  +44 1256 700808
 Holland  +31 544 463114
 Poland  +48 618 801003

 sales@pfeifermachinery.com
 sales@pfeifermachinery.com
 sales@pfeifermachinery.com

www.pfeifermachinery.com

September 2017



V22466 - Genie GS1530 - 2001

Electric - 6,6 Mtr. - 897 Hrs.

€ 2750



V21015 - Haulotte Optimum 8 - 2007

Electric - 7,76 Mtr. - 420 Hrs.

€ 4250



V22741 - Haulotte H800E - 1999

Electric - 8,1 Mtr. - 900 Hrs.

€ 2250



V22790 - Jlg 2030ES - 2005

Electric - 8,1 Mtr. - 338 Hrs.

€ 4250



V22900 - Haulotte Compact 10 - 2007

Electric - 10,14 Mtr. - 274 Hrs.

€ 4950



V22798 - Jlg 260MRT - 2007

Diesel 4x4 - 9,92 Mtr. - 1642 Hrs.

€ 7950



V19900 - Jlg 3394RT - 2006

Diesel 4x4 - 12,06 Mtr. - 2507 Hrs.

€ 12950



V22794 - Genie GS3384RT - 2006

Diesel 4x4 - 12,06 Mtr. - 1069 Hrs.

€ 12950



V20883 - Skyjack SJ9241 - 2009

Diesel 4x4 - 14,5 Mtr. - 1424 Hrs.

€ 13950



V22519 - Haulotte H185XL - 2007

Diesel 4x4 - 18 Mtr. - 1584 Hrs.

€ 15950



V19945 - Skyjack SJ12 - 2011

Electric - 5,65 Mtr. - 163 Hrs.

€ 3850



V21566 - Genie GR15 - 2006

Electric - 6,35 Mtr. - 420 Hrs.

€ 3250



V17606 - Upright MB26 - 2009

Electric - 10 Mtr. - 1663 Hrs.

€ 7950



V21937 - Niftylift HR10E - 2005

Electric - 10 Mtr. - / Hrs.

€ 7500



V22530 - Genie Z45-25JDC - 2006

Electric - 15,8 Mtr. - 1916 Hrs.

€ 15950



V22819 - Genie Z45-25RT - 2006

Diesel 4x4 - 15,9 Mtr. - 6263 Hrs.

€ 10950



V21121 - Haulotte HA165PX - 2007

Diesel 4x4 - 16 Mtr. - 3559 Hrs.

€ 14500



V22543 - Genie Z45-25JRT - 2006

Diesel 4x4 - 16 Mtr. - 3883 Hrs.

€ 15950



V22458 - Jlg 600AJ - 2004

Diesel 4x4 - 20,29 Mtr. - 4808 Hrs.

€ 18950



V22046 - Genie Z60-34RT - 2004

Diesel 4x4 - 20,3 Mtr. - 4051 Hrs.

€ 18950



V22714 - Aichi SR123 - 2002

Diesel 4x4 - 14 Mtr. - 6437 Hrs.

€ 18500



V19577 - Genie S45 - 2005

Diesel 4x4 - 15,7 Mtr. - 3939 Hrs.

€ 11500



V22715 - Aichi SR182 - 1999

Diesel 4x4 - 20 Mtr. - 7464 Hrs.

€ 19500



V21818 - Haulotte H21TX - 2007

Diesel 4x4 - 20,8 Mtr. - 2037 Hrs.

€ 14950



V21839 - Haulotte H43TPX - 2007

Diesel 4x4 - 43 Mtr. - 3836 Hrs.

€ 57500

More information?

Tel: + 32 56 772 666 ■ sales@vertimac.com





Height for Hire

we are the access specialists

QUALITY TRUCK MOUNTS CALL NOW FOR A QUOTE TO HIRE OR BUY



BRONTO SKYLIFT S46 XDT

WORK HEIGHT : 46M
MAX OUTREACH : 25.7M
CHASSIS : SCANIA P380 CB - 6 X 4
MILEAGE : 150,000 KM
HOIST HOURS : 5200
STEERING SIDE : LEFT

2006

€169000



BRONTO SKYLIFT S50 MDT

WORK HEIGHT : 50M
MAX OUTREACH : 30.7M
CHASSIS : VOLVO FM 9 - 6 X 6
MILEAGE : 170,000 KM
HOIST HOURS : 9200
STEERING SIDE : RIGHT

2004

€199000



BRONTO SKYLIFT S46 XDT

WORK HEIGHT : 46M
MAX OUTREACH : 25.7M
CHASSIS : VOLVO FLH 240 - 4 X 2
MILEAGE : 98,000 KM
HOIST HOURS : 4000
STEERING SIDE : RIGHT

2009

€POA



BRONTO SKYLIFT S50 MDT

WORK HEIGHT : 50M
MAX OUTREACH : 30.7M
CHASSIS : VOLVO FM 370 - 6 X 2
MILEAGE : 66,500 KM
HOIST HOURS : 2400
STEERING SIDE : LEFT

2013

€POA

All Prices in Euro

COMING
SOON!

70M & 90M BRONTO AVAILABLE SOON!

COMING
SOON!



Height for Hire International Sales
Patrick McArdle (Sales Manager)
+353 (0)87 797 5919
tel: +353 (0)1 835 2835
fax: +353 (0)1 835 2781
patrick.mcardle@heightforhire.com

VISIT OUR WEBSITE
WWW.HEIGHTFORHIRE.COM
**WIDE RANGE OF
QUALITY MACHINES
AVAILABLE**

SJ85AJ

LAUNCH READY!



CLASS LEADING 25.91 m PLATFORM HEIGHT

DUAL CAPACITY RATING OF 227/340 kg

10.36 m UP AND OVER CLEARANCE

SKYRISER.

SPEEDYREACH.

Launching the newest addition to its growing boom lineup, the SJ85AJ Articulating Boom fills out Skyjack's offering in the core 40', 60' and 80' boom classes.

FOR MORE INFORMATION VISIT WWW.SKYJACK.COM

SKYJACK
simply reliable